

DISTRIBUTION AND WAREHOUSING



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DISTRIBUTION

Its Economic Relation to Public Warehousing

Number 60

Forwarding Freight to Foreign Countries. Packing for Shipment. Customs Inspection Preparations

By H. A. HARING

THE great commercial countries of Europe use rail-ways so little that an American is astonished at their tiny freight cars. But, let the same American go down to the docks and he is astonished all over again—lost in admiration at the volume of their shipping by boat. And, if one investigates, it is quickly found that water-borne freight represents, for those countries about what rail-borne does in the United States. To ship by ocean is the accepted method, whereas, with us, shipments go by rail as a matter of course.

England is a small island, cut by rivers which run to the sea with good channels, deeply indented by bays and harbors, so that every manufacturing town and every coal mine looks out upon the ocean. England has more good harbors on a coast line equal to that of our New England States than our own country has on its entire perimeter, including the Great Lakes. England has, at the same time, hardly enough railway mileage to make one good "system" in our country.

Small wonder, then, that a British firm packs better for foreign shipping than one in this country. The same remark applies to a shipper in Germany, or Belgium, or Italy, or France, or Arabia, or any one of a score of

countries. It is the only thing they have known. Every time a manufacturer sends out a consignment of goods he knows it will be roughly handled, that it may be drenched with salt water, that it may be baked in the hot sun, that it may be heaved aboard with a rope sling or a set of can hooks, and that it may be discharged in a rope sling net which will come crashing to the deck of a lighter as it bobs up and down on a rough sea.

Therefore, the American abroad observes everywhere packing cases so strong that he pauses to examine their structure—tongue and groove on the boards, often shiplap or "Linderman" joints, battens to reinforce the sides and three-way construction at the corners, strapping and cleating in unfamiliar manner, not to mention steel dowel pins to prevent pilferage, or the use of double cases of thin boards for the same purpose.

The conditions outlined for England apply equally to nearly every nation of Europe and Asia. Their reputation for packing well for ocean shipment is easily understood; they know nothing else. America, on the other hand, has had the world's greatest market right at home, to be reached by rail; has had little occasion until recent years to think of packing for export shipment.

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Exporting on the Increase

NOW, however, our exports are growing. That fact is so well known that no argument is needed. Not only are exports growing for such corporations as General Electric, United States Steel, General Motors and Standard Oil; they are developing for unnumbered small concerns making specialties as well as the 9999 recognized commodities of commerce listed in the Government's "classification" of Jan. 1, 1930.

The large corporations are experienced in exporting. They know how to pack and they know all the intricacies of the least known port of the world.

The inexperienced manufacturer, on the contrary, needs help. When the first stray order comes for his goods to go to Ceylon, or somewhere in Latin America, such a manufacturer is enmeshed in a snarl of dealing with a customer who can read only some foreign language. Then there is the unknown subject of credit extension, and, a bit later, of financing the sale. Only too often it results that packing the goods is entirely overlooked, they being merely "shot through" the shipping department as a domestic sale would be, and then, four months afterwards, notice is received from the bank that the distant consignee has refused to accept the shipment, that the draft will not be honored, and, worse yet, that the goods are lying "at owner's risk" on some dock thousands of miles away, accumulating charges for storage and penalties for improper customs house papers.

The inexperienced American manufacturer needs help. The markets of the foreign world lie before him; but they are closed until he masters an entire new business procedure. He must learn how to sell in foreign parts, how to write letters, how to print the instruction book for his goods and how to translate the very name of his product into language they can understand. He must inform himself about credit and finance. He must alter packing and shipping methods to fit the foreigner's customary procedure. Unless he does this last thing, all the preceding ones will be of no avail, because the shipment will be refused.

An Opportunity for Warehouses

FOR one portion of this problem the so-called "freight forwarding" companies have developed. They will undertake to accept a shipment at the sill of the American plant and deliver it to the receiving room of the consignee anywhere in the world, including in this service, if necessary, the financial arrangements. Thus the freight forwarder steps into the picture for the latter end of selling abroad, leaving to the manufacturer only (1) the solicitation and

consummation of the order and (2) preparing the goods for shipment.

We shall not concern ourselves, at the present time, with booking the order. It is pertinent to these pages, however, to consider packing the goods for shipment.

For, except in a few communities, no organization has arisen to offer this service to the inexperienced exporter. In one New England city (and, of course, possibly in many others) is a concern of "public packers." It is composed of two men who grasped the "romance of packing goods for ships," as one of them describes it, and who have made themselves independent by serving inexperienced manufacturers. These two men, both then under twenty, were detailed to pack goods for our transports during the War. In their own words:

"We were kids then. Every cubic foot of cargo space meant a lot and we learned to get eight bales of hay for the Army mules into the size of one, just by high-density compression. We learned to get two dozen rifles into the space of one dozen by taking them apart and packing them the way the old sardine can does the trick.

"In our business the aim is to get as near as we can to 56 lb. to the cubic foot, and to beat the moisture, and to outwit the dock thief. We've made money doing it and had a world of fun—and, we've saved money for a bunch of Yankee manufacturers."

This concern may cover a suggestion for warehousemen, both merchandise and furniture, but particularly the latter class. For, pretty generally over the country, furniture warehousemen are losing in volume of their packing. The usual reason assigned is that trucks are displacing the railroads for shipment of household goods, and the truck requires less packing. Whatever the cause, the condition is rather prevalent, and warehousemen are constantly looking for new business to keep their packing crews employed.

Yet the warehouseman is well fitted for unusual problems in packing. The nature of his business is such that his men do not work in ruts, as does the crew of a manufacturer where day after day they pack identical goods. A warehouseman faces new articles with each job. He becomes adept at devising proper containers for unusual items.

From such an experience, the warehouseman is mentally fitted for the two great problems of packing for ocean shipment: safety and compactness.

Packing for Safety

"ROUGH handling and climatic conditions sum up the problem," says one authority.

Ocean traffic, unlike rail, makes no al-

lowance for rough handling. The risk of damage or loss is entirely that of the owner of the goods, for the reason that, in ocean shipping, the vessel is not liable, as the railroad is on land, for safe delivery to the consignee. Ocean freight must in all cases be prepaid. It is a provision of the ocean bill-of-lading that "full freight is payable on damaged or unsound goods" and, further, that "freight prepaid will not be returned, goods lost or not lost."

Within this country a railroad is liable for the safekeeping of freight entrusted to its care, except for:

1. The "Act of God," the public enemy, quarantine, "the authority of law" and such events as strikes and riots.

2. The act or default of owner of the goods.

3. Any defect in, or characteristic of, the freight itself.

But, in ocean shipping, the carrier is not liable for any of the principal risks of water transportation. The vessel is liable for its own negligence and that is about all.

Yet the nature of ocean shipping is such that a shipper has difficulty in proving "negligence." Suit is usually necessary to establish the ship's liability. It is for this reason that marine insurance is commonly carried by shippers, they finding it cheaper to pay premiums than to fight lawsuits, while the underwriters make a specialty of adjusting liability with the vessels. There is, furthermore, great risk of loss after cargo has been discharged from the ship but before it reaches the consignee—on the dock, in the hands of foreign stevedores and cartage companies. These concerns are not as responsible in foreign parts as with us, and, much as with hotels and trains abroad, deliberate thievery is highly developed.

Insurance is available against these risks. The "perils of the sea" for which insurance is to be had are the following:

1. The so-called "perils of the sea" which include casualties resulting from storms, fogs, lightning, stranding; wrecks caused by icebergs, rocks, derelicts or other obstructions; foundering; collision with other vessels or with sea walls, jetties, piers or other marine structures. In general, the insurance is against perils which are of the sea. "Perils of the sea," however, do not include ordinary wear and tear caused by wind and waves, or the inherent "vice" or defect of the goods. They do not cover occurrences which are inevitable to all navigation, but only those which are the result of accident.

2. Fire risks.

3. Jettison; that is, the sacrificing, in time of need, of a part of the cargo for the common good of the remainder.

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4. Barratry; that is, all forms of knavery and fraud committed by the master of the vessel to benefit himself or the owners, such as the scuttling, wilful damage or destruction or the wilful abandonment of the vessel; also theft of cargo by officers or crew.

5. Loss resulting from men-of-war, enemies, pirates, rovers, thieves, reprisals, takings at sea, arrests, restraints, and similar perils, which, at the present time, refer mainly to "war risks."

These "perils of the sea" have been here enumerated for the reason that they indicate the risks of shipping goods over the ocean. In rail shipments, within the United States, Federal and State laws make the carriers liable for nearly all these possibilities, but, in ocean shipping, the contrary rule prevails. We would not want to go on record, in these pages, as stating that the ship is never liable for these risks, for, in many instances, the owner of goods can recover. Yet, so unknown is "marine law" to the ordinary manufacturer and even to his attorney, that it is the custom to protect goods with marine insurance.

Safety for the goods implies so packing them for shipment that underwriters can not decline claims on the grounds that loss has resulted from "inherent vice or defect of the goods."

On foreign docks, as a very ordinary example, a favorite trick is to drop a packing case on the dock. If it can be made to strike on the corner, so much the better. Then, if the case be defective, the goods will be scattered and an excellent opportunity given to steal a portion of the contents. Openly to pick up such goods is hardly a crime on the docks of the world, and, in this manner, dock hands and clerks of shipping companies often supply their homes with shoes, hand tools, millinery, cloth, soap and the like.

Packing for Compactness

PACKING for foreign shipment involves another element wholly different from domestic practices. The shipment must be as compact as possible. "Shrinking the package," as it is known, is highly important.

A vessel's hold has limited space for cargo. When that space is filled, or contracted for, no more goods can be taken. It is not possible to "add another car to the train" as with railway shipments. There is no alternative but to let the goods lie over until next sailing date. Ships, for this reason, consider bulk quite as much as weight in quoting their rates.

Ocean rates are quoted by the ton (meaning, always, the "long ton" of 2240 lb.) Every quotation, however, contains some such clause as "weight or measure-

ment, ship's option." This indicates that the ocean carrier will "either weigh or measure" the ton, as it elects, and will assess the quoted rate on that basis which yields the greater revenue.

For purposes of "measurement" a ton is thought of as 40 cu. ft. A ton, in this manner, may either "weigh more than it measures" or it may "measure more than it weighs," both of which expressions become almost as common as slang in any packing department which has to do with foreign shipping.

In "measuring" the ton, dock clerks take the longest possible measurement for length, breadth and thickness. Then they "cube" these measurements. Thus any projection of the package is charged as though the container were solid to that point.

A barrel is measured over its widest part and charged as though it were that diameter from top to bottom. For this reason "foreign" barrels are nearly uniform in diameter, rather than "bulging" as with us.

No deductions are made even if the shape permits economy in stowing in the hold. Crates and hampers of vegetables may be stowed in the hold as we pack them in a railroad car, alternate top and bottom, but each crate will be "computed" in the manner to give highest revenue to the ship.

This is a custom so different from railway shipping that inexperienced exporters regular fall into trouble.

"Shrinking the Package"

OUR minimum carload ruling requires a fixed minimum loading, expressed in pounds or tons. So long as that weight is attained, the carriers never make an inquiry as to economy or waste of the package. For less-than-carload freight, all rates are quoted per 100 pounds, with no requirements as to bulk. True, in setting the rate in the first place, carriers undoubtedly take into account the customary mode of packing an article; but, once the rate is established, it makes no difference whether an article occupies 15 cu. ft. of space or 150 the rate goes by its weight.

But, by "shrinking the package," ocean freight may be cut down. The classic example is that of a truck, formerly so crated as to "measure" 1020 cu. ft., today so disassembled and nested that it occupies only 248 cu. ft. of cargo space.

If the reader will look at one of his Federal trucks he will appreciate the amount of "shrinking the package" this manufacturer has attained in export packing. The approximate shipping weight and dimensions of their packages are reported to be the following:

Capacity and Model	Weight of Truck	Weight of Boxing	Box Dimensions	Cu. Ft.
1-ton	2,950	1,250	17'x4' 1"x3' 2"	220
2-ton "long"	5,500	1,700	21'x4' 2"x3' 3"	284
5-6-ton "standard"	8,700	2,100	21'5"x4' 8"x3' 7"	359

As a matter of fact few commodities are heavy enough so that they may be packed fifty-six pounds to the cubic foot. This means in effect that they "measure more than weigh"; or, that ocean freight is computed on bulk rather than weight. The rate is quoted by the ton; but the "ton" is applied, actually, to each forty cubics feet of bulk. Compression becomes, for this reason, a matter of prime importance in the packing.

To get the utmost "shrinkage of the package" is a problem for which the ordinary manufacturer is poorly equipped.

Manufacturers in the automobile industry are probably doing as much to improve packing for foreign shipment as any industry, for the particular reason that their product is costly, expensive to return where rejection occurs, and also for the reason that containers for no American product are so widely observed over the world as those of automobiles for export. The cost of crating for export varies from \$50 for a small automobile to \$175 for a 5-ton truck. Yet a study of this industry, by the Forest Products Laboratory a few years ago, concludes that even with these manufacturers, viewed as a whole:

"Attention seemed wholly concentrated on the product, crating not being considered worthy of expert attention."

When such experienced exporters are thus careless of their own goods, one can readily picture how great is the neglect by inexperienced exporters.

The opportunity is ripe, for this reason, for warehousemen to inform themselves about export packing and prepare to serve inexperienced manufacturers in the packing of their goods for ocean shipment.

Articles Which Weigh 56 Pounds to the Cubic Foot

THE most important ordinary commodities which weigh fifty-six pounds to the cubic foot are the following:

- Asphalt in bags or barrels.
- Bacon, salt, in boxes.
- Beef, salt, in cans.
- Bleaching powder, in drums or barrels.
- Brick, in crates.
- Burlap, baled.
- Butter, in cases.
- Canned vegetables, fruits, and meats, of many sorts.
- Cheese.
- Chocolate, cased.
- Clay, in barrels.
- Coal, in bags.
- Flour, in bags.
- Gasoline, in cases.
- Grain of certain kinds, particularly corn, barley, rice, and rye.
- Graphite, in barrels.
- Gunpowder, in drums.
- Hides, in compressed bales.

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Hominy, in bags or cases.
Cornmeal, in bags.
Milk, evaporated, in cases.
Oatmeal, in sacks.
Oil, in barrels.
Oil cake.
Petroleum, in cases.
Raisins, in boxes.
Rosin, in barrels.
Sago, in bags.
Silk cocoons, in bales.
Starch, in bags.
Tar, in barrels.
Wax, in bags.

Climates Must Be Considered

CLIMATIC conditions, too, influence packing for export.

If the goods are to arrive in condition for acceptance, climate must be remembered in the packing—not merely the climate of the country of destination but also those climates through which the goods will pass on the ocean.

Inexperienced manufacturers failed in this particular more than anywhere else in their packing.

It must be borne in mind, for illustration, that in tropical countries there is in the air a moisture not prevalent in our own country, due to the heavy and continuous rains. This dampness has a damaging effect on many commodities which are susceptible to moisture. Every visitor to the Philippines or Bermuda knows, for example, that a ladies' leather handbag laid down on her dresser for an hour will be covered with drops of moisture when she picks it up; that a leather-bound book will be ruined in a week; that pages will mildew as books stand on the shelves; that tools are quickly covered with rust; and so on.

Conditions of this sort must be remembered for goods passing through some parts of the tropics. The climate may ruin goods before their arrival at destination, this being especially true for goods which will pass through the Suez Canal and the Red Sea on their way to India or the Orient. Even for goods passing through the Panama Canal, any article susceptible to mold must be carefully protected, because the intense humidity of that region has been known to affect products within a few hours. If destined to some other parts of the world, goods must be protected against frost; or against excessive heat that will evaporate the contents of wooden boxes; or against termites (white ants) which attack the wood itself and will destroy a container before arrival at the port.

Internal packing of contents is the only protection against climatic conditions of this sort.

Internal packing presents a troublesome problem to the manufacturer, but to the warehouseman it is only a part of the thing he does every day. He is accustomed to unusual and unexpected difficulties of this sort.

Customs Inspection and Shipping Documents

FOR entry into foreign countries the goods must pass customs inspection. In order to facilitate this work, various forms of invoice are required, known as the "manifest," "consular invoice," "country of origin certificate," and the like.

Papers of this sort require certification at the port of export, often obtainable only after the goods have been delivered to the steamship company in order that a ship's receipt (or bill-of-lading) may be attached to the invoice.

SHIPPING papers must be technically flawless. They cannot be corrected "by cable" after departure of the steamer or upon arrival at the foreign port. The only permissible correction must be in writing, and, only too often, the papers in error must be returned from foreign port to this country for rectification. Weeks intervene, when this happens, and great loss results.

Many foreign countries, as a further circumstance, pay their customs house employees on a fee basis. The men get small salaries. Their real income arises from detecting faulty "papers" of importers, each such discovery leading to a fine, which "follows the goods," of course. The fine goes to the foreign government, but—and herein lies the core of the trouble—the employee who "discovers the flaw" receives one-half the fine imposed.

In this manner technical errors, of themselves wholly inconsequential, are made the occasion for holding up the goods. The longer the goods lie in governmental warehouse, the better for the employee because he shares the charge for storage as well as the fine!

Freight forwarding companies now relieve the manufacturer of much of this detail, particularly for those manufacturers whose exports are few or not enough to warrant an office at the port. There are, too, customs house brokers whose profession it is to "perform the paper work" for manufacturers, they being specialists who keep in touch with changes of procedure from month to month, with new rulings, and, particularly, with the peculiar life of the customs house.

To the small shipper, or the occasional exporter, the services either of a forwarding company or a customs house broker are most valuable. Frequently, to employ them is absolutely necessary.

Where to Get Quick Information

OFTEN a warehouseman at the port of export is requested to represent the shipper.

If he attempts to act before the cus-

toms house, or before the consular agency of a foreign country, he will be helpless and accorded no recognition whatever until there is filed a formal power of attorney—and these documents are indeed "formal"—it not being allowed to do business in the informal manner with which railroads recognize a warehouseman.

For one matter, ocean bills-of-lading must be prepared by the shipper in all cases. Usually they are in triplicate, often with as many as five or six copies, each of which must be signed by the steamship company. But the steamship office will not make them out, as does the railroad. The shipper, or his agent, must bring them in, all completed except the steamship's calculation of "weight or measure" and computation of the charges.

Some ocean carriers will prepare the bills but charge a fee for so doing.

It results, therefore, that a warehouseman may be asked to prepare a lot of goods for export on short notice. He may be requested to attend to the papers. Naturally, under such circumstances, one would go to the United States Customs House of his port (and many cities not on the border of our country are "ports"). He will find, often, that the Customs House is concerned more with collection of duty on imported merchandise than on aiding a manufacturer to export. The Customs House, moreover, is part of the Treasury Department, and, as such, is hidebound with technicalities of procedure. Individual employees, or one's friends, will oftentimes help out of a dilemma. Yet it is not, technically, the province of the Treasury Department to promote selling abroad.

Into this niche has come the Department of Commerce. It does all that is possible to aid American manufacturers to cultivate foreign markets, and from this Department will be obtained quickest aid in time of need.

The Department of Commerce maintains up-to-date information for all countries of the world, including out-of-the-way places hardly to be found in the atlas. It issues regular printed reports to those who care for them.

It maintains "cooperating offices" in many cities, these being, in effect, branch offices of the Department at Washington. Such offices are to be found in the following cities:

Atlanta	Detroit
Baltimore	Galveston
Birmingham	Houston
Boston	Indianapolis
Buffalo	Jacksonville
Charlotte	Kansas City
Chattanooga	Los Angeles
Chicago	Louisville
Cincinnati	Memphis
Cleveland	Milwaukee
Dallas	Minneapolis
Denver	Mobile
Des Moines	Newark

New Orleans	Rochester
New York	St. Louis
Norfolk	San Francisco
Philadelphia	Seattle
Pittsburgh	Wilmington, Del.
Portland, Ore.	

The Department aims to have experienced men at these offices, acquainted with conditions for those countries with which each city has its largest foreign trade. In such a city as New York, for instance, the staff includes experts for countries of the Far East and for out-of-the-way ports and minor countries. At other offices it is manifestly not possible to maintain a full staff, although it is the rule of the Department to enlarge its personnel as demand indicates the need.

In most of these cities the Department's office is lodged with the local Chamber of Commerce, or similar organization. Often it functions as a department of that body, although manned with governmental employees; more often it is housed in the same building as the local organization; occasionally in the Federal building. It is, of course, to be found through the telephone directory.

From these offices a vast amount of information is to be had, and much real help, because they are established in the cities specifically for the purpose of aid-

ing manufacturers to cultivate world markets.

A number of publications are issued by the Department of Commerce for aiding exporters. Most valuable of these, for the packing of goods, are:

"Stowage of Ship Cargoes," Miscellaneous Series No. 92. 35c.

"Packing for Foreign Markets," Trade Promotion Series No. 1. \$1.25.

Both these are carried in stock by the cooperating offices of the Department of Commerce. Both should be in the hands of anyone who packs for foreign shipment.

The one first named, "Stowage of Ship Cargoes," is primarily for the master of a ship. It tells him how to stow his cargo for greatest revenue and greatest safety, but it is helpful to one who packs goods. The Appendix alone is valuable beyond price. It gives, for each one of several thousand commodities, the results of best packing procedure, under such headings as:

Type of packing.
Gross weight of package.
Measurement in cubic feet of best package.
Number of cubic feet occupied by a ton of the goods.
Remarks.

The volume gives also the law for

packing goods, as well as for stowing them in the hold. It gives the regulations for dangerous articles, and the list of prohibited articles, in columns by companies, for a number of the principal steamships.

The second volume, "Packing for Foreign Markets," is devoted to the subject indicated in the title. It gives also, however, the climatic conditions to be faced for each country, and for most of the ports of the world; the facilities for handling goods, at the smaller and more obscure ports, such as dock and lighter service; mode of handling from vessel to warehouse, etc.

These volumes may also be obtained by writing The Superintendent of Documents, Government Printing Office, Washington. Checks, even bank drafts, will not be accepted in payment by this official. Either cash or a post-office money order must accompany the order, and, in ordering from this place, it is well to remember that celerity is lacking; two weeks will elapse when ordering from the East and three or four from the West. By going to the local office of the Department of Commerce, either in person or by mail, greater expedition is rather certain to result.

Chairman Legge of Federal Farm Board States Policy on Storage of Agricultural Products

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RECENT discussions in Washington have tended to clarify the policies of the Federal Farm Board, especially as they relate to the acquisition of storage facilities by the cooperative marketing organizations. In the latter part of January the agricultural service department committee of the Chamber of Commerce of the United States met with several members of the Farm Board and held general discussion of the marketing law and the Board's application of it.

It is perhaps significant that, with several civic organizations, in which the grain trade is well represented, having passed resolutions condemning the law and the Board's policies as "socialistic," the Chamber's committee refrained from joining in these denunciations. The committee is understood to have recommended to the Chamber a policy of "hands off," and the impression prevails here that the Chamber will not lend itself, at this time, to any movement in opposition to the cooperative marketing program as outlined in the law and administered by the Board.

Following his conference with the Chamber's agricultural committee, Alexander Legge, chairman of the Federal Farm Board, again defined the Board's policy as related to the matter of lending Government funds to the cooperatives and the acquisition by the cooperatives of storage facilities. The substance of Chairman Legge's explanation of the storage facilities policy was this:

Orderly marketing necessarily contem-

plates the control of the commodity by the producer through his own cooperative marketing agency. Control of the commodity, such as wheat, cotton, tobacco, etc., necessarily means control of storage and warehousing facilities in which to hold the commodity, and these storage facilities must be strategically located and of a character that permits efficient and economical handling of the commodity.

As the control of a commodity by the cooperative marketing association increases, its requirements for storage facilities will increase in proportion.

The law specifically warns against unnecessary duplication of physical facilities. If there is, for example, sufficient storage space available in Minneapolis and Kansas City to meet the normal requirements of those terminal markets, it would be a violation of the spirit of the law to permit the cooperatives to use money, borrowed from the Government at low interest rates, for the building of additional facilities in those terminal markets. To date the Board has authorized no such duplication, and it will not do so.

In these and other terminals, as they need them, the cooperative organizations will be expected to obtain control of warehousing and storage facilities by purchase of plants already available, by lease, or by contract with the private owners for service. It is, therefore, possible and quite probable that for some years to come the cooperatives will seek control of much of this class of equipment by lease whereby the cooperative takes over the facility and operates it,

or by contract for service under which the private owners continue to control and operate the facility on an agreed service charge basis.

It may be stated positively that the Farm Board will not approve the indiscriminate building of new warehouses and storage plants, and that wherever these facilities now exist and are adequate, assuming that service charges are reasonable, the cooperative marketing organizations will be expected to use them.

The restatement of the policy is calculated to quiet some of the uneasiness experienced in some sections in the warehousing trade and, by eliminating an element of uncertainty, add something helpful to the movement for confidence throughout the business and industrial world.

—Horace H. Herr.

Holmes Heads Minneapolis Firm

J. L. Holmes assumed the presidency of the Minneapolis Transfer & Warehouse Co., Minneapolis, effective Jan. 1.

Mr. Holmes succeeds Frank E. Lampson, who has been seriously ill in the Northwestern Hospital, Minneapolis. On Christmas Eve the Minnesota Warehousemen's Association sent a Christmas tree to Mr. Lampson's room.

Hemler's Health Restored

H. F. Hemler, secretary and treasurer of the Knickerbocker Storage Co., Cleveland, has returned to his office after an illness. Mr. Hemler is president of the Cleveland Furniture Warehousemen's Association.

Barge Line Free Storage Practice Assailed in A. W. A. Resolution

Delegates at Biloxi Unanimously Authorize That Memorial Be Sent to President Hoover and Congress in Protest Against the Inland Waterways' "Indirect Rebate" Custom. Merchandise Men Will Seek Federal Trade Practice Conference. Other Convention Features

By KENT B. STILES

THE American Warehousemen's Association at its thirty-ninth annual convention, held at the Edgewater Gulf Hotel near Biloxi, Miss., on Jan. 20-23, attacked the Government's Inland Waterways Corporation's practice of free storage of sugar and other commodities; voted to oppose further extension of the United States Warehouse Act; decided to prepare a Federal Trade Commission code of practices for the merchandise division members; approved the merchandise division executive committee's action in raising the dues 100 per cent; discharged the division's Central Bureau committee upon successful conclusion of the committee's work of preparing a specimen tariff; heard a Department of Commerce representative announce tentative plans for compiling warehousing's space occupancy and tonnage movement figures by marketing centers instead of by States; learned that

the Associated Grocery Manufacturers of America have no intention of erecting cooperative warehouses in large cities; received with approval the news that the merchandise division's national advertising campaign had been actually launched; indorsed the idea of establishing a Cold Storage Research Institute; and requested the Department of Agriculture to instigate investigation to determine the proper temperatures at which to carry commodities in cold storage.

Harry C. Herschman, St. Joseph, Mo., was re-elected general president, and the other officers of 1930 were retained in office.

A brief summary of what took place was published in the February issue of *Distribution and Warehousing*. A more comprehensive report of the proceedings is here set down:

President's Report

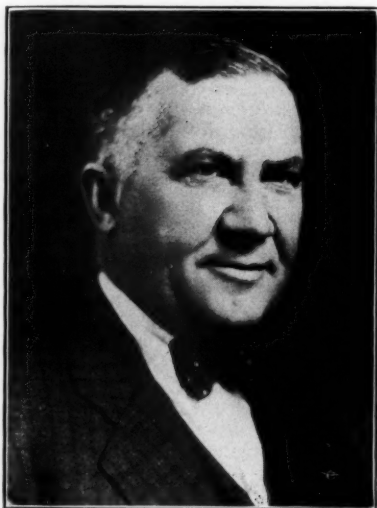
PRESIDENT HERSCHMAN opened the convention by introducing John J. Kennedy, Biloxi's mayor, who delivered the address of welcome, a response to which was made by J. Edgar Lee, Chicago, a past general president.

In his report on behalf of the board of directors, Mr. Herschman touched on Federal Barge Line practice, warehouse receipts, terminal projects, the United States Warehouse Act, Federal Trade Commission practice, national advertising, President Hoover's National Business Survey Conference and other activities. Regarding conditions generally, he said:

"Because of present indications I am led to believe that 1930 will go down through history as one of the outstanding achievements in the business world. The events of the year just closed have surrounded us with conditions which point to an extent of development in trade and industry that would normally require a decade to experience.

"Today the master minds of business are studying the status, not only of their own industries, but also that of all others. The liaison between all industry

Harry C. Herschman



St. Joseph, Mo., executive re-elected general president of the American Warehousemen's Association

is being more closely knit and the success of one enhances the prosperity of the other. Never has there been developed beforehand a more mature setting for the sincere accomplishments of purpose than there is now about us.

"A new price is set on success today. There is no place for the counterfeit—everything about us must ring true.

"To join in the program of progress we must stand the test of sincerity of purpose."

The general board recommended, Mr. Herschman announced, that counsel be retained "so that when matters of great import to the industry are presented, proper legal advice can be obtained" by the officers and directors; and that the resolutions committee each year "be charged with the additional responsibility of presenting to the convention in brief form the outline of the major activities and purposes to be undertaken by the association during the coming year, in order that your officers may have before them a charted course that will enable them to proceed more directly and more forcibly to administer the association work." These resolutions would be printed in pamphlet form for

distribution immediately after each convention, thus informing the members fully "as to current aims and objects" and placing the members in position to cooperate "more intelligently and effectively."

The board recommended also that the U. S. Warehouse Act committee be continued. "It must be realized" Mr. Herschman said, "that we are in an era when farm relief questions and measures are the paramount issue in Washington. Any attempt on our part to upset this program would be futile and injurious to our interests. For the time being I feel it is more practical for us to work along with the Bureau of Agricultural Economics and its personnel under the friendly relations that appear to have been recently established. In other words I believe we can accomplish more by letting this matter take its course, but continuing to insist upon the appointing of a conference committee and to generally indicate our willingness to cooperate in the broader program of the Government for agricultural relief in order that our established facilities may be made available for this entire program."

Commenting on the proposed national advertising, the president said:

"Due to economic trend in business today our national advertising story will be received in all channels of industry with open mind. This reception will no doubt avail us many opportunities to sell our service, where formerly there was little or no reception for it."

Concluding, Mr. Herschman said:

"The warehouse industry means to keep step with progress so that when a new picture is painted we will appear in the foreground. We desire it known that we realize and appreciate our position of responsibility as one of our country's basic industries, every phase of which directly affects the economic structure of business generally. Therefore we must not be derelict in our obligations to our fellows. We must take advantage of the groundwork already laid, improve our business methods through personal initiative as well as through intelligent and sincere cooperation. The result will be an improved service rendered on sound business principles."

U. S. Warehouse Act

FOLLOWING the report of E. A. Howard Baker, Denver, as general secretary, and the appointment of various committees, including the resolutions committee with J. Edgar Lee as chairman, Gardner Poole, Boston, a past general president, submitted his report as chairman of the U. S. Warehouse Act committee, reviewing the conferences and negotiations between representatives of the A. W. A. and the Department of Agriculture in the effort by the association to restrict extension of the scope of the statute beyond purely agricultural commodities.

President Herschmann stated the basic principles of the subject. One of the difficulties, he declared, was that Con-

The Elections

General

THE A. W. A. elections at the Biloxi convention in January resulted as follows:

General President, Harry C. Herschman, president Terminal Warehouses of St. Joseph, Inc., St. Joseph, Mo.

General Vice-President, Elmer Erickson, vice-president Midland Warehouse & Transfer Co., Chicago.

General Treasurer, Clarence A. Aspinwall, president Security Storage Co., Washington, D. C.

E. A. Howard Baker, president Kennicott-Patterson Warehouse Corp., Denver, was appointed to serve another year as general secretary.

Merchandise Division

President, F. R. Long, manager S. N. Long Warehouse, St. Louis.
Vice-President, Samuel G. Spear, treasurer Wiggin Terminals, Inc., Boston.

Treasurer, H. D. Crooks, owner Crooks Terminal Warehouses, Chicago.

Wilson V. Little, Chicago, continues as executive secretary.

Executive Committee Members, A. T. Gibson, president Lawrence Warehouse Co., San Francisco; D. L. Tilly, executive vice-president New York Dock Co., New York City; Horace C. Avery, vice-president Union Terminal Warehouse Co., Jacksonville.

Cold Storage Division

President, Odin C. Mackay, manager cold storage department Quincy Market Cold Storage & Warehouse Co., Boston.

Vice-President, V. O. Appel, operating executive Fulton Market Cold Storage Co., Chicago.

Treasurer, Ralph C. Stokell, general manager National Cold Storage Co., Inc., New York City.

W. M. O'Keefe, Chicago, continues as executive secretary.

Executive Committee Members, Mr. Mackay, Mr. Appel and J. Q. Adams, vice-president Manhattan Refrigerating Co., New York City.

gress apparently had delegated its law-making powers to an individual, and that discretionary power given to the Secretary of Agriculture had resulted in extension of the Act beyond the intention of Congress.

Mr. Poole, in reply to questions, said he had noted an apparent improvement in the attitude of the Department of Agriculture, and he believed that if the A. W. A. "continued to play the game as at present" the next committee might be able to come to a convention with something concrete. "We've eliminated some of the misunderstandings that have been causing trouble," he declared.

No man holding a United States Act receipt had any advantage over one holding an A. W. A. receipt, and the banks

generally believed that, Mr. Poole said in reply to another question. The mistake in administering the Act, he thought, had been that the Department of Agriculture had placed over-emphasis on the purported advantage of its own document.

At the concluding general convention session the Lee committee presented the following resolution, which was adopted:

"Resolved, that the United States Warehouse Act committee be continued, believing that much headway can be made by pursuing a cooperative course, but continuing to insist upon the appointment of a conference committee and to generally indicate our willingness to cooperate in the broader program of the Government for agricultural relief in order that our established facilities may be made available for this entire program.

"Be it further resolved, that it be the policy of the association to oppose any further extension of the Act to any additional commodities without first securing the approval of our association."

James C. Brown, Baltimore, filed, without reading, a lengthy report as the association's national councillor to the national Chamber of Commerce.

Business Conference—Terminals

ELMER ERICKSON, Chicago, the association's general vice-president, reviewed "a matter which concerns us all and unless we are concerned about it we will all regret it"—namely, President Hoover's National Business Survey Conference.

Speaking as a member of Mr. Hoover's Committee of Seventy-two, Mr. Erickson outlined briefly the purposes of the conference and pointed out how warehousing could cooperate. He concluded:

"In our industry I have yet to hear of any group which did not do good business in 1929. If we attend to business and watch the trends of the times we'll get our share of the business and have a good 1930."

C. B. Carruth, Chicago, the merchandise division's cost accountant and statistician, reported on "These New Terminal Warehouses," reviewing his survey during which he compiled and analyzed figures "having to do with revenues and costs of operation as applied to cold storage and general merchandise warehousing with view to the enlightenment of the interested public in the matter of new irresponsible promotion in the warehousing field." He told how his booklet on the subject had been widely distributed among members, trade association secretaries and bankers. Stating that some 4000 of the booklets remained on hand, he believed "something further should be done" in the way of distribution. He concluded:

"It has been encouraging to note during the past year a dearth of promotions of the sort which precipitated the writing of 'These New Terminal Projects.' There did come to hand, however, advances of financial difficulties and reorganization proceedings among earlier ventures and it may be that the banking fraternity has finally become suf-

ficiently enlightened to be chary of this sort of promotion.

"On the other hand, a different sort of spectre has arisen in the nature of large terminal ventures sponsored by railroad interests and this is something that may well give us much concern, as the constantly increasing extent to which the rail carriers are entering into the picture and the nature of the projects which they are sponsoring seemingly must have a marked effect on the future of our industry."

Resolutions—Elections

AT the final general session, on Jan. 23, the Lee committee presented its various resolutions; announcement was made of elections of divisional officers, and general officers were chosen. Invitations for the 1931 convention, it was announced by Secretary Baker, had been received from New York City, Pinehurst, N. C., Dallas, Detroit, and West Baden, Ind. President Herschman announced that Mr. Baker had agreed to serve as general secretary for another year. Mr. Baker read telegrams of greeting from absent executives, including A. H. Greeley, Cleveland; D. L. Tilly and P. L. Gerhardt, New York; H. E. S. Wilson, Hoboken; Philip Godley, Philadelphia, and George Hamley and W. W. Morse, a past president, both of Minneapolis.

In addition to the memorial on the U. S. warehouse Act the Lee committee offered the following resolutions which were adopted:

1. That it be the sense of the association that, when the general board deemed it advisable, counsel be retained, along the line of the suggestion in President Herschman's report.

2. That "some effective plan be adopted by the general board, with both divisions cooperating, to enroll all legitimate warehouses in the industry as members" of the association.

3. That a committee on legislation be appointed by the general president, to be representative of both divisions. "It will be the duty of this committee," the memorial said, "to fully acquaint the membership relative to adverse legislation affecting our industry, through our respective secretaries' offices, together with such additional information to be sent by each member to his Senator and Congressman. By following this procedure we will as individuals collectively manifest our real strength. In no other way can we expect to combat either unfair legislation or government in business in so far as our industry is concerned."

4. That the association "fully endorses the creation of the National Business Survey Conference committee and accept full responsibility, through its duly appointed representation, to cooperate with all other business interests to bring about cooperative action between the several lines of business and between business and Government agencies in the interest of progress in all sound directions."

5. That the practices of the Inland Waterways Corporation be called to the attention of the Government, Congress,

Interstate Commerce Commission, President Hoover and others. (The full text of this memorial appears later on these pages.)

Adjournment followed shortly after election of general officers. The general and divisional personnel will be found on page 13.

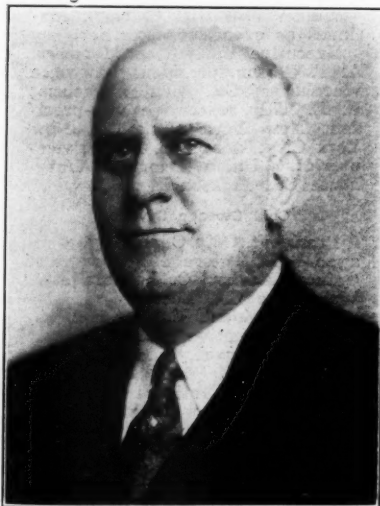
Merchandise Division

Executive Committee Report

AS president of the merchandise division, F. R. Long, St. Louis, opened the divisional sessions, on the 21st, by reading a report on behalf of the executive committee. He believed that as a whole the merchandise branch enjoyed "a satisfactory increase in business" in 1929.

"Constantly it becomes more necessary to give superior service," Mr. Long said, "and this carries from the largest to the smallest warehouse so that our industry will measure up to the selling conditions of our customers. Because of the buying from hand to mouth of their

Fred R. Long



Reelected president of the merchandise division

customers, they must have this sort of service. In the Bible you will find a passage which says 'If a man compels you to go one mile with him, then go another mile.' The warehouseman is in this position today, and the warehouseman who is willing to go the extra mile with his customer is the warehouseman who will stay abreast of the times and enjoy the confidence and a continued measure of business which will result profitably to him."

Mr. Long's report touched on the U. S. warehouse Act, the port terminals situation, Federal Barge Line practices (declaring that the line was "building docks along the river not merely to care for the transportation of merchandise, but to provide free storage"), national advertising, divisional finances, and the

increase of members' dues. On the last point he commented:

"So much wonderful work has been done that I could not think of the association going backward. Everyone realizes that we are now in changing times, with onslaughts on our business which come up more frequently than our conventions, and there must be some body in which power is delegated, such as your executive committee, to watch over the affairs for the protection of the members. Such things as the port and port terminals committee, the expenditures for the warehouse Act discussion, the struggles that we have had and that will continue on account of the free storage practices of the barge line, take money. To successfully fight all onslaughts on our business we must be supplied with sufficient working funds. During last year and this year we have run behind in our finances. At the executive committee meeting last September and at the suggestion of a former president of the association sitting in with the executive committee it was decided to ask the membership for an increase in the dues.

"The executive office and the president have heard some adverse comments because dues have been raised, and if this explanation does not assure the members of what was in the minds of the executive committee, then the members have the full privilege of saying to what extent they wish to fortify their division to meet the onslaughts spoken of, and fortification against the onslaughts of course means that money shall be on hand to press our position in any matter that comes up."

Secretary's Review

THE executive secretary, Wilson V. Little, Chicago, outlined the functions of the Chicago headquarters office and presented a resume of the activities of 1929. Illustrating the magnitude of these, he said that 7300 pieces of mail reached his desk; and that he wrote 3459 letters, not including form communications to members. He reported a divisional membership of 416 companies and branch house affiliations as of last Nov. 30—a net decrease of eleven.

Discussing simplification of forms and methods, Mr. Little revealed that the Sugar Institute was negotiating with his office with a view to adoption, by the Institute's members, of the A. W. A. standard form of non-negotiable receipt.

Mr. Little's report dealt with arbitration of disputes; amendments to the U. S. warehouse Act; Federal Barge Line practices; cooperation with State and regional associations; the division's publications; the library and informational literature being compiled at Chicago; relations with other industries as established through correspondence; and publicity for warehousing as obtained through articles written for magazines.

Universities, bankers, engineers, builders, manufacturers, owners of vacant property, research agencies and others were constantly turning to the Chicago office for "every conceivable kind of in-

formation which bears directly or indirectly on the public merchandise warehousing business," Mr. Little pointed out, adding:

"Each one of these inquiries is given the attention that in our judgment it individually merits. In replying we seek always to do just that thing which we feel is for the best interests of the industry. While these outside contacts do take up considerable time and effort, they are in many cases quite valuable."

Statistics—Depreciation

IN his report as cost accountant and statistician, Chester B. Carruth, Chicago, disclosed that he had been corresponding with the Bureau of the Census with a view to effecting a revision of the Government's reporting system, on warehouse occupancy and tonnage, in order to procure for the industry "a greater amount of good from the project."

Mr. Carruth alluded to his work of preparing a standardization of depreciation allowances for the warehouseman's income tax purposes. He duly notified the Treasury Department that the A. W. A. and the National Furniture Warehousemen's Association were ready with their joint recommendation, he said, and was then advised by the Department "of a change of attitude since the inauguration of the project in that such conclusions as might be developed by industries would no longer be considered with view to approval as standard but would be referred to income tax examiners to be construed by them as advisory." Thus while this effort did not produce the result hoped for, "namely an approval of the rates submitted by us as standard for our industry," Mr. Carruth concluded, "nevertheless it would seem that a measure of good was accomplished and that the effort expended was worth while."

The Increase of Dues

ON behalf of the division's treasurer, H. D. Crooks, Chicago, an "income and expense statement" for 1928 and 1929 was distributed to the members. This disclosed a net loss of \$4,183.02 for 1928 and \$1,202.01 for 1929.

Discussion of the action by the executive committee last September in raising the divisional dues 100 per cent was led by Samuel G. Spear, Boston, a committee member, who stated that the division owed the association's general treasury \$6,000 on a loan and added that it was "fair to assume that we must raise this amount." Work had been restricted by lack of funds, he declared, and the condition was an intolerable one that the division should have to carry on "like a poor little country church, always behind." He justified the executive committee's action.

During ensuing discussion various speakers pointed out that funds were needed to pursue activity with relation to the U. S. warehouse Act, Federal Barge Line practices, cooperation with State and regional associations, the Federal Trade commission. The industry

must defend itself against encroachments, they said, and the division must maintain itself as a going institution.

In reply to questions, Secretary Little stated that approximately 50 per cent of the members had already paid their 1930 dues at the increased rate, that 5 per cent had resigned and that another 5 per cent had protested against the raise.

A motion by Jay Weil, New Orleans, was adopted, supporting the executive committee's action.

It was brought out in the discussion that the dues of the members in Canada were not affected.

The report of H. E. S. Wilson, Hoboken, N. J., as chairman of the committee on banks and warehouses, touched on the propaganda on behalf of the U. S. warehouse Act receipts in comparison with the standard forms of the association.

On behalf of H. A. Holt, New York City, as chairman of the committee on

counting, for the credits received from the proceeds of the sale. This deficiency bill will then be met by the Government out of its general appropriation.

"The reasonableness of this provision was apparently acknowledged by the Senate finance committee at the time of its hearings, and, although the subject matter of the amendment is still buried in Congress, there is reason to believe that the sympathetic attitude of the Senators and Representatives may be translated into a law containing the desired provision."

National Advertising

AN outline of the already-launched national advertising campaign, to involve expenditure of a minimum of \$32,000 a year for each of three years, was presented by D. S. Adams, Kansas City, Mo., chairman of the committee which is handling the program, and Donald D. Davis, vice-president of the Baxter-Davis Advertising Co., the Kansas City agency which is conducting the campaign. Exhibits along the line of the one illustrated on page 16 were on display at Biloxi.

Already 195 leading merchandise firms in the United States, Canada and Hawaii had, Mr. Adams reported, pledged sums totalling \$32,000 a year for three years, or \$96,000 in all, and with this money a campaign would be carried on that will be nation-wide in scope, including not only a strong direct-mail solicitation but a monthly schedule of advertisements in the leading magazines covering the fields of general business, sales management, traffic, transportation, distribution and banking.

The national business magazines used for the advertising, and the dates of initial insertions, are as follows:

<i>Nations' Business</i>	March
<i>Printers' Ink Monthly</i>	March
<i>Printers' Ink Weekly</i>	Feb. 20
<i>Sales Management</i>	Feb. 15
<i>The Business Week</i>	Feb. 19
<i>The Bankers Monthly</i>	March
<i>Class and Industrial Marketing</i>	March
<i>Advertising and Selling</i>	Feb. 19
<i>Traffic World</i>	Feb. 22
<i>Materials Handling and Distribution</i>	March
<i>DISTRIBUTION AND WAREHOUSING</i>	March

At the *Nation's Business* plant in New York on Jan. 25, Mr. Davis said in his talk, presses were turning out "the first magazine advertisement ever published to create new business for you men." He exhibited a proof. "Visualize it," he urged, "not as this single sheet of paper but as a page in 300,000 magazines which will comprise the March issue. Think of the bulk of it! A full month's time is required to print and distribute this advertisement in that one edition of 300,000 magazines. Think of that many advertisements—sales messages from you to your prospects, going to 300,000 persons in one magazine in one month. If you mailed them out at a cent each, the postage alone would be \$3,000.

"Now calculate the effectiveness of thirty-six advertisements similar to this one—not in a single magazine but in eleven magazines—appearing regularly each month for a period of three years: 396 advertisements in all. Their total

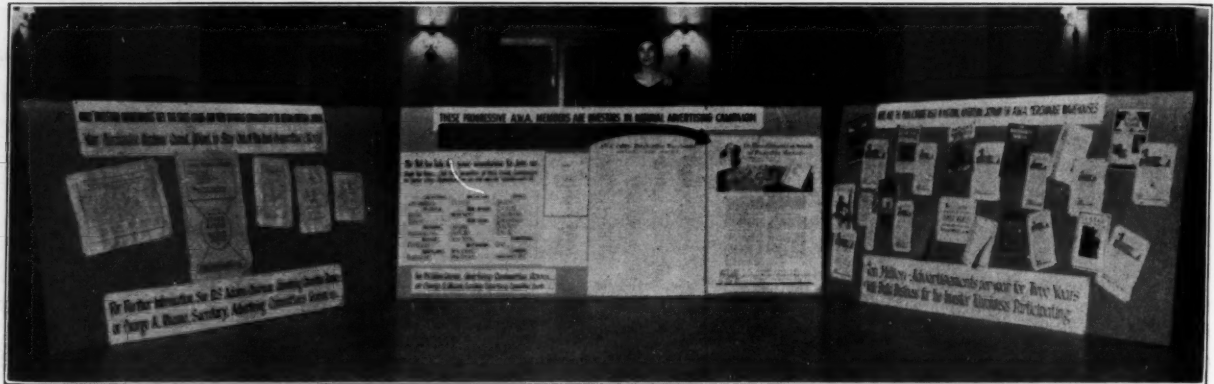
Clarence A. Aspinwall



Reelected general treasurer of American Warehousemen's Association, Mr. Aspinwall also was chosen at Biloxi a member of the board of directors of the National Furniture Warehousemen's Association

bonded warehouses, a report was read dealing with the tariff, general order merchandise and kindred subjects. Mr. Holt stated that it was purposed to eliminate, by a change in the Federal statute, losses to bonded warehousemen due to seizure room sales of general order merchandise.

"If and when the proposed amendment is adopted," he pointed out, "it will be possible for bonded warehousemen who have stored goods in general order and then have had those goods taken to seizure room and sold, to present to the Collector a deficiency bill, after an ac-



Some of the A. W. A. national advertising campaign literature displayed at Biloxi

circulation will be approximately ten million!

"That is the program to which this association is committed and for which funds have been raised. We who have worked to make the campaign a reality feel sure that it will bring increased business and greater prosperity to every A. W. A. member who participates."

Mr. Davis read a list of the "copy" appeals to be made in the magazine advertising. These included he said:

1. Increasing sales through strategic location of spot stocks in A. W. A. warehouses.
2. Advantages of public merchandise warehouses as opposed to operating manufacturers' own branches.
3. Reliability of A. W. A. warehouses.
4. Use of lists of accredited customers who may order direct from warehouses.
5. Control of consignment selling through A. W. A. warehousing.
6. Economies in distribution through A. W. A. warehouses.
7. Use of warehouse receipts in financing.
8. Testimonials from large national users of A. W. A. warehouses.

Mr. Davis explained the proposed system of keying the advertisements so that the Chicago office could trace sources of inquiries, and outlined the ways in which the inquiries would be handled to the best interests, impartially, of all the subscribing members. All this, he pointed out, would involve printing of letters, service booklets, marketing survey questionnaires, etc. The literature would include a service booklet, "The Public Merchandise Warehouse—Its Services in Distribution," prepared by John H. Frederick, Ph. D., assistant professor of commerce and transportation at the Wharton School of Finance and Commerce, University of Pennsylvania.

"Mr. Davis' presentation of our advertising program," Mr. Adams said, concluding his report, "clearly indicates the enthusiasm with which he has entered into this campaign, and the skill and resourcefulness with which he and his agency associates have begun our work."

"It took much discussion and many conventions over a period of years before we agreed to embark on a business promotion program of this kind. After

the approval at Los Angeles, a year has been devoted to raising the necessary funds, planning and preparing the campaign. I am sure that you are all happy to know that at last we are to realize our dream of a national cooperative advertising campaign creating new business for the merchandise warehouses of the A. W. A. who participate."

Insurance—Specimen Tariff

THE report read on behalf of H. D. Crooks, Chicago, as chairman of the insurance committee, said it was the consensus of the committee that warehouses should carry the following types of coverage: fire, sprinkler leakage (legal liability), theft, forgery, merchandise on tracks, public liability, error and omission, use and occupancy, business interruption, public liability and property damage on automobiles used by employees when on duty, boiler explosion, elevator, payroll, employee's liability, employee's surety (cashiers, checkers, watchmen and delivery men), airplane (against damage if warehouse is located in vicinity of an air port).

Mr. Crooks did not believe that centralization of insurance for all A. W. A. members was feasible, because of varying State laws.

The Central Bureau committee, of which T. E. Witters of Baltimore is chairman, presented, through Mr. Spear, a committee member, sample pages of the specimen tariff which has been in process of evolution for several years. With the completion of this document, the bureau's work is concluded, said Mr. Spear, asking for the committee's discharge.

Mr. Carruth said the tariff would comprise eighty pages containing 1600 items and quoting more than 15,000 rates, with list of modification factors, explanation of symbols and text of standard terms and conditions. The tariff is designed to enable the warehouseman to know what rates he should charge after deciding on how much he should earn per square foot of space.

Sidney A. Smith, Tampa, a committee member, stated that sectional jealousies and differences had been ended and that the new tariff could be used universally.

One copy will go free to each member, with extra copies priced at \$5 each.

President Long said the tariff would help to stabilize rates throughout the country, and Mr. Carruth pointed out that the document would fit in nicely with any Federal Trade Commission practice set-up. Mr. Long dismissed the committee with the division's thanks.

S. M. Haslett, San Francisco, moved for appointment of a new committee to work out a basis of charges for small lot deliveries, this to be prepared in time for the suggested Federal trade practice conference. This motion was adopted.

Government Figures

DISCUSSING "Facts and Figures for Warehousemen," L. Seth Schnitman, chief of division, *Survey of Current Business*, Department of Commerce, declared that "never before have business executives been so mindful of the need and value of factual data" and that the recent stock market debacle had strikingly indicated the value of facts.

"Were it not for our present large store of data," Mr. Schnitman said, "it is not at all unlikely that the drastic decline in securities might have precipitated a business depression far eclipsing that of 1920-1921."

"There can be no questioning that the recent stock market crash has had some repercussion in the business world, and, though it has been very moderate, evidence of the need of more and better facts to guard against similar occurrences is rapidly accumulating."

Warehousing had recently become "factually conscious," Mr. Schnitman pointed out, and the Government's monthly space occupancy and tonnage figures had proven "a boon to those in the industry who have taken time to analyze them." He continued:

"To me it appears just as essential, if not more so, to know how much space in your warehouse is occupied as it is to know the size of your warehouse. Certainly in building, the size was largely dictated by the more or less known demand for space. And yet when we ask some warehousemen to tell us how much of their available space is occupied they reply that it can't be done. It can be

WAREHOUSE SPACE OCCUPIED: PER CENT TO TOTAL AVAILABLE

UNITED STATES TOTAL: Percentage of Capacity Occupied.

1928	67.6	68.7	70.8	69.8	68.6	67.2	67.1	67.9	66.1	66.4	68.8	68.1
1929	67.7	68.3	69.9	71.8	71.0	71.0	71.2	71.9	74.3	76.3		

METROPOLITAN DISTRICT OF NEW YORK: Percentage of Capacity Occupied

1928	66.8	72.1	79.3	80.5	80.7	78.3	76.2	72.5	64.1	60.4	60.4	58.6
1929	55.4	55.3	64.7	76.5	76.4	78.3	78.9	75.3	84.3	82.1		

MANHATTAN

1928	79.8	78.3	78.2	77.7	76.7	78.4	79.8	78.7	77.8	76.8	76.9	76.9
1929	67.0	67.6	66.8	68.8	69.0	70.8	75.8	74.9	88.1	84.9		

BROOKLYN

1928	59.6	68.2	78.5	80.3	80.7	77.7	75.9	67.5	53.0	48.9	46.9	43.5
1929	41.7	41.3	58.2	79.1	78.5	80.9	80.1	71.7	75.9	76.5		

NEARBY NEW JERSEY AND ALL OTHER

1928	71.8	75.5	81.6	82.4	82.0	79.3	74.6	77.6	75.7	71.0	74.6	74.4
1929	72.7	72.5	75.0	76.8	77.7	78.5	78.7	82.1	82.2	80.4		

CHICAGO: Percentage of Capacity Occupied

1928	77.6	77.8	76.7	78.1	74.8	74.0	73.9	74.3	73.5	76.5	77.7	77.7
1929	76.0	77.0	78.7	79.1	79.0	81.9	83.2	87.7	87.8	88.2		

ST. LOUIS: Percentage of Capacity Occupied

1928	60.5	67.3	70.1	70.9	69.5	69.5	73.8	74.5	71.6	71.3	74.3	75.9
1929	77.1	84.5	83.1	81.7	82.1	79.9	76.8	78.1	78.0	82.5		

MINNEAPOLIS - ST. PAUL: Percentage of Capacity Occupied

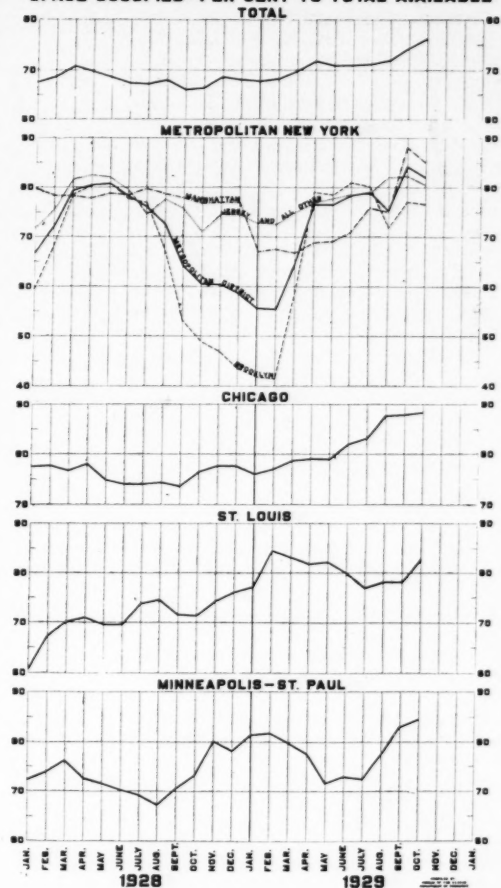
1928	72.2	73.8	76.2	72.5	71.5	70.1	69.2	67.2	70.6	73.2	80.2	78.1
1929	81.4	81.7	79.8	77.5	71.6	72.9	72.4	77.4	82.9	84.5		

JAN. FEB. MAR. APR. MAY JUNE JULY AUG. SEPT. OCT. NOV. DEC.

Results of first special statistical study ever made by Department of Commerce for any industry. Chart at right shows what it is possible for the Government to do for warehousing in analyzing space occupancy conditions in marketing centers.

FACTS AND FIGURES FOR WAREHOUSEMEN

SPACE OCCUPIED: PER CENT TO TOTAL AVAILABLE



done. It must be done if the warehouse business is to hold its place as an important cog in the economic machine.

"We hear of overcapacity in industry. Industry capacity is somewhat flexible, subject to varying conditions. As applied to warehousing, the term 'capacity' is much more inelastic. What is the capacity of the public merchandise warehouse industry? Is it such as to justify new capital? Is it, perhaps, amply large? Could not new capital better be diverted to other channels? These are facts that your banker would like to know in extending or controlling your line of credit—and these are the facts that you should know before entering on any extensive program of development or plant enlargement.

"The warehouse business responds as much to economic law as any other business. Fundamentals are still fundamentals, and the very basis of the development of the warehouse business in an efficient manner still lies in the wider use of facts."

Mr. Schnitman commented: "You can lead business men to statistics but you cannot make them think." The new specimen tariff he declared to be a step in the right direction—"a method of arriving at costs."

The Department of Commerce representative used *Distribution and Ware-*

housing as an illustration of "changes in style in warehousing." In 1901, when the magazine was the *Team Owners Review*, one "never heard the term 'distribution,' he said; and when, later, it became *Transfer & Storage* "we never realized the importance of distribution." In 1919 "the business public became factually minded," and the name was changed to *Distribution and Warehousing*.

Mr. Schnitman concluded that in an effort to make the warehousing figures more useful to the industry it might be that they would eventually be compiled by marketing centers, in those cities where the responses were found to be representative of true conditions, rather than by States as at present. He commented that in Philadelphia the Department was getting little or no cooperation.

The speaker's talk was accompanied by distribution of a "Special Study" pamphlet—first of its kind made in connection with any industry. The illustrations above are from the pamphlet. They show what the Department of Commerce has in mind with relation to figures compiled by marketing centers.

The Distribution Census

SECRETARY LITTLE said he had tried to have included on the national distribution census schedule some ques-

tions as to manufacturers' use of warehouses—methods of getting goods to consumer, spot stocks as compared with branch warehouses, where spot stocks were carried in warehouses, whether pool car distribution was required, etc.,—but he was informed that such queries would complicate the schedule.

The purposes of the census were outlined by Mr. Schnitman, who said it should furnish valuable information in various centers. He said the suggested queries mentioned by Mr. Little had been omitted because it was felt that the Government was already serving warehousing through the monthly figures. "We are confident," he added, "that we can throw our facilities open to the warehouse industry to make a special survey, as we did with the steel industry recently."

William R. Palmer, New Haven, asked whether discontinuance of the monthly figures was threatened, and Mr. Schnitman replied that the Department of Commerce was perturbed and was seriously considering abandoning the compilation by States in favor of by marketing centers where cooperation was forthcoming, letting "the rest of the country" go until it realized the importance of the project.

Groceries—Truck Terminals

THE original plan of the Associated Grocery Manufacturers of America, as outlined in a recent issue of *Distribution and Warehousing*, to erect cooperative warehouses in leading cities was reviewed by Secretary Little, who said correspondence had developed that the grocery group now had no idea of building such plants but purposed instead to centralize the members' products in one public warehouse in each marketing center. He quoted the executive vice-president of the grocery association as authority for this information.

The subject of development of motor truck lines and terminals by interests outside the warehouse industry was discussed. G. K. Weatherred, Dallas, president of the recently-organized United Motor Lines, Inc., sponsored by Texas storage firms, outlined the purposes of the corporation. (See page 22.)

Port Terminals—Army Bases

THE report of Samuel G. Spear, Boston, as chairman of the committee on ports and port terminals, touched on I. C. C. Docket 12681 and the Army Base situation.

After reviewing warehousing's efforts to compel railroads to install competitive storage and handling charges at their port terminals, Mr. Spear recalled that the I. C. C. in its decision stood six to five against the industry's contentions "except in so far as they referred to leasing of railroad property for storage puposes." He continued:

"Mr. Cotterill [A. W. A. special counsel in this case] has talked with members of the Commission since the decision was rendered and feels that the question of wharfage and handling should be reopened. However, as there are changes in the Commission's personnel just effected, he feels that it is wise to wait a little while before doing so.

"It is our opinion that this should be done providing Mr. Cotterill in further developing the matter advises it. Some of the dissenting opinions are very encouraging. Unfortunately the question of lighterage in New York harbor has been injected into this case, although Mr. Cotterill made strenuous objection to this being done, not with any intention of judging the merits of the lighterage question but feeling it is an entirely different case which could only have the effect of taking away any chance of a good clear cut decision in connection with our contention."

Mr. Spear outlined the Army Base situation at present in Boston, New York and New Orleans, indicating that conditions were unsatisfactory to public warehousing, and recommended that the committee be continued, and enlarged to include two members from each of the Atlantic, Gulf, Pacific and Great Lakes ports.

Federal Trade Practice

DISCUSSION of a Federal trade practice conference under the auspices of the Federal Trade Commission was led by Mr. Carruth and resulted in a motion authorizing the division's ex-

ecutive committee either to initiate such a conference or to support any conference application which may be made by an individual. This motion was unanimously carried.

Mr. Carruth explained the functions of the Federal Trade Commission and pointed out that ninety industries had applied for conferences since 1919.

Jay Weil, New Orleans, read a list of forty-five industries now regularly operating under codes of practice adopted in conference with the Commission.

Speakers pointed out that Commission supervision was totally unlike State control of an industry, inasmuch as the

sailed by speakers and a condemnatory memorial was prepared which, sent from the division to the general meeting, was unanimously adopted by the association as a whole. Prepared by the division's resolutions committee—Sidney A. Smith of Tampa, chairman, and John Bekins of Omaha and John G. Neeser of New York—it reads:

"Whereas, the Inland Waterways Corporation, commonly known as the Federal Barge Line, has been created by Congress to furnish barge transportation upon certain inland waterways, and

"Whereas, the Federal Barge Line has adopted and entered upon certain practices which amount to indirect rebating, namely, free storage at river points for long periods of sugar and other important commodities; and

"Whereas, such free storage is unwarranted and such indirect rebating unlawful, be it

"Resolved, that these practices be called to the attention of Congress and the Interstate Commerce Commission, and that the general secretary be instructed to send a copy of this resolution to the President of the United States, to the Secretary of Commerce, to the secretary of the Interstate Commerce Commission, to the operating executive of the Inland Waterways Corporation and to other interested Government officials."

The subject was brought up by the committee on traffic and transportation—river and lake ports, of which R. W. Dietrich, New Orleans, is chairman. His report stated that the waterways corporation "about the middle of last year put in free storage and free handling service on sugar when stored in its own warehouses" at Memphis, St. Louis and other Mississippi and Warrior river ports, and that at Minneapolis and St. Paul "free storage and free handling on various commodities besides sugar" had been instituted, "ranging from nine months' free storage on sugar to five months' on miscellaneous commodities." Opposition by the A. W. A. had resulted in reducing the time of free storage at the Twin Cities, Mr. Dietrich said, and also seemed to have placed the corporation on the defensive, resulting in "widespread propaganda by the Barge Line." He alluded to the action of the Ohio Warehousemen's Association in adopting a resolution of protest which was sent to President Hoover, and said that the President's secretary has written that it would have the President's attention. He stated that he had been assured the support of the Associated Traffic Clubs of America, and continued:

"Your chairman now has up with the proper railroad officials of the eastern, western and southern lines the question of the discontinuance by the railroads of their 30 days' free storage of sugar at the Great Lakes ports, because the chairman of the Inland Waterways Corporation and his traffic manager now claim that the Barge Line has put in its free storage at river ports on account of this free storage at lake ports. Of course, it is obvious that if we succeed in having this railroad free storage

Wilson V. Little*Executive secretary of the merchandise division*

policing of an industry under Commission rule lies entirely within the industry itself. A complaint lodged against a warehouseman, whether or not an association member, would first be investigated by the association, and, if not adjusted, might be brought before the Commission. If still not adjusted to the satisfaction of both sides, the case could be carried to the United States Court for a decision, which would become compulsory.

Under the motion adopted it now becomes the duty of the division to adopt a code of practices for consideration at the initial conference with the Federal Trade Commission.

N. A. Emmertz, Chicago, was called in from the cold storage division session to review that division's movement which led to adoption of cold storage practices, which, as finally approved by the Commission, were published in full in the December, 1929, issue of *Distribution and Warehousing*.

Barge Line Practices

THE Inland Waterways Corporation's custom of allowing free storage of sugar to entice business was hotly as-



1. Mrs. O. H. Van Name, Mrs. W. W. Smith, Mrs. H. H. Viner, Mrs. Horace C. Avery. 2. Mrs. J. Edgar Lee, Mrs. Sidney A. Smith, Mrs. A. J. Walker. 3. Mrs. A. K. Murray, Mrs. E. Hagen, Mrs. J. F. Salisbury, Mrs. H. S. Hall, Mrs. Earl Jones. 4. Group includes Mr. Hall, Frank Kennedy, Mr. Gowdy and T. Gadsden. 5. Mrs. Elmer Erickson, Mrs. E. L. Bishop, Mrs. Alfred H. Millward, Mrs. C. Cohagen. 6. Alexander Fleming, Mrs. E. W. Jones, Mrs. Alexander Fleming, E. W. Jones. 7. Mrs. Henry Stevens, Mrs. E. C. Lette, Mrs. W. L. Hinds. 8. Mr. and Mrs. Ewald Winterman. 9. Mrs. Herman Ewert, Mrs. Joseph Schick. 10. Mrs. Elmer Erickson with John and Barbara Erickson. 11. John F. Hunter, P. F. Cassidy.

eliminated, the Barge Line then will have to seek some other excuse for its free storage.

"Your chairman has also consulted traffic counsel as to the advisability of making formal complaint before the Interstate Commerce Commission in order to have this free storage and free handling stopped by the Barge Line. The consensus of opinion is that it would be injudicious to institute such proceedings before the Commission at this time. We have also consulted with legal counsel on the point as to whether or not in giving this free storage the Barge Line is going beyond its province as a common carrier, and counsel has informed your chairman that there is no doubt that the Barge Line is going outside of the scope of its function.

"Your chairman is of the opinion that it is the purpose of the Barge Line to extend its operations wherever there is enough water to float its barges and that the Barge Line will never be turned over to private operations if the present plans of its officials are allowed to go into full force. This means, of course, that our members in Kansas City, Chicago, St. Joseph, Missouri, and even in the lake ports, as well as those of our members now located at big distributing points in the West far removed from the Mississippi River or the Missouri River, will feel the harmful effects of this Governmental competition with them unless very decided, very aggressive and continued opposition is made."

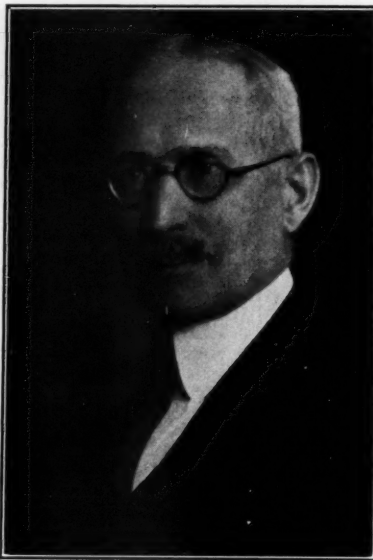
"The warehousemen at points on the Mississippi River, and particularly at Memphis, are now commencing to feel the effects of this scheme by Governmental freight carrier to increase its business by giving free storage at the expense of our members.

"In New Orleans the Barge Line has recently obtained 75,000 square feet of wharf space from the Port Commission of New Orleans on which it is now storing import and export freight. Your chairman was aware of this application almost as soon as it was laid before the former general manager of the Dock Board and your chairman wrote several formal communications to the manager seeking for an opportunity to examine the application but the plan was rushed through and received the approval of the board. Your chairman and Jay Weil, another member of our committee, immediately consulted legal counsel and we are sure that this lease is invalid. We are now trying, by amicable means, to have the lease cancelled. Your chairman, therefore, respectfully recommends that the committee be continued and that full power and authority be given it to prosecute this fight to a conclusion."

Jay Weil, New Orleans warehouseman mentioned in the Dietrich report, said that storage firms in San Francisco had already been affected to the extent that they had had to reduce sugar rates in order to get the business.

During the discussion a former A. W. A. president, now identified with Barge Line operation, was declared to have told a United States Senator that the free

Wuichet Again Heads American Chain



Edward Wuichet

WITH ATTENDANCE the largest in three years, the American Chain of Warehouses, Inc., held its annual meeting at Biloxi on Jan. 20. Plans were adopted to increase the scope of operations during the coming year. It was the consensus of the members that their business would hold its own, with strong probability of improvement during 1930. Officers and directors were elected as follows:

President, Edward Wuichet, president Union Storage Co., Dayton, Ohio.

Chairman of Board, Alton H. Greeley, president General Storage Co., Cleveland.

Vice-President, S. M. Haslett, president Haslett Warehouse Co., San Francisco.

Treasurer, D. H. Van Name, president F. C. Linde Co., New York City.

O. V. Hukill, New York City, continues as secretary.

Directors, W. W. Morse, president Security Warehouse Co., Minneapolis; John L. Newbold, president Merchants Transfer & Storage Co., Washington, D. C.; Joseph R. Behrens, secretary United Warehouse Co., Ltd., New Orleans; Elmer Erickson, vice-president Midland Warehouse & Transfer Co., Chicago; D. S. Adams, vice-president Adams Transfer & Storage Co., Kansas City, Mo.

storage practice had warehousing's approval. Mr. Dietrich declared that a formal letter ought to be sent out to the effect that the former president was not speaking for the association.

The name of the former president was not mentioned on the floor.

President Long announced that not only would the Dietrich committee be continued but would be expanded geographically and should have more money with which to wage the fight. Several speakers said the Barge Line practice had caused them loss of revenue. Mr. Dietrich expressed concern that continuation of the free storage custom would cause railroads to adopt it in order to meet waterways competition.

As chairman of the legislative committee, Elmer Erickson recommended retaining counsel and arranging for a clipping bureau service on legal topics of interest to the industry.

Cold Storage Division

THE cold storage division sessions, with Odin C. Mackay, Boston, the president, in the chair, opened with an attendance of about fifty members representing twenty-two States and Canada. For the executive committee Mr. Mackay presented a report reviewing the year's activities. The report of the executive secretary, W. M. O'Keefe, Chicago, dealt with these in more detail.

Mr. O'Keefe told of successful efforts made to terminate misunderstandings leading to reflection, in advertising, radio talks, etc., on cold storage products, and of helpful publicity obtained for this branch of the business, and outlined various developments in State legislation. His report discussed also cold storage holdings, the U. S. warehouse Act, traffic and transportation, Federal Trade Practice rules, public relations, new terminal projects and other subjects pertinent to the business of the division's members.

The report of N. A. Emmertz, Chicago, as chairman of the banking committee was considered so informative that the executive committee was instructed to have it printed in pamphlet form and distributed to all cold storage warehouses in the country. It touched on interest rates, loans, receipts, etc.

Conditions in various parts of the country were outlined in reports submitted on behalf of the Pacific Coast Cold Storage Warehousemen's Association and the State associations of New York, Minnesota, Michigan and Wisconsin.

R. H. Switzler, St. Louis, emphasizing the value of research, outlined a method of procedure, working plan and financial set-up of a proposed Cold Storage Research Institute.

Frank A. Horne, New York, chairman of the trade practice committee, and Mr. Emmertz, vice-chairman, explained how the Federal Trade Practice cold storage rules would function to the industry's benefit, and virtually every delegate present stated that his company had signed or would sign the Commission's acceptance sheet.

The resolutions committee, headed by W. B. Mason, Providence, R. I., as chairman, presented the following resolutions, which were adopted:

1. That the division approve the Fed-

eral Trade Commission's cold storage trade practice rules, "which, we believe, will have the effect of stabilizing the industry and establish it upon a higher plane of business ethics," and that the division urge "its members and all others in the industry" to cooperate in the trade practice movement by signing the Commission's agreement form.

2. That encouragement be given "to the establishment and fostering of local and regional cold storage associations, in the belief that such associations can develop a valuable field of endeavor to benefit the local conditions under which the industry operates for the public benefit and establish more harmonious relations within the industry," thereby supporting the division's purposes and policies.

3. That aid be given throughout the industry to establishing cost finding methods "in order that the industry may carry on its services to the public on a fair and reasonable basis reflecting true costs."

"DSInc." Elects Sullivan

DISTRIBUTION SERVICE, INC., which has twenty-four member companies and which as a group experienced a successful 1929, chose the following officers for 1930 at its annual meeting held during the Biloxi conventions:

President, E. V. D. Sullivan, vice-president Terminal Warehouse Co., Philadelphia.

Vice-President, William A. Sammis, secretary Central Storage Co., Kansas City, Mo.

Treasurer, J. Edgar Lee, president Currier-Lee Warehouse Co., Chicago.

A. J. Walker, Chicago, continues as secretary.

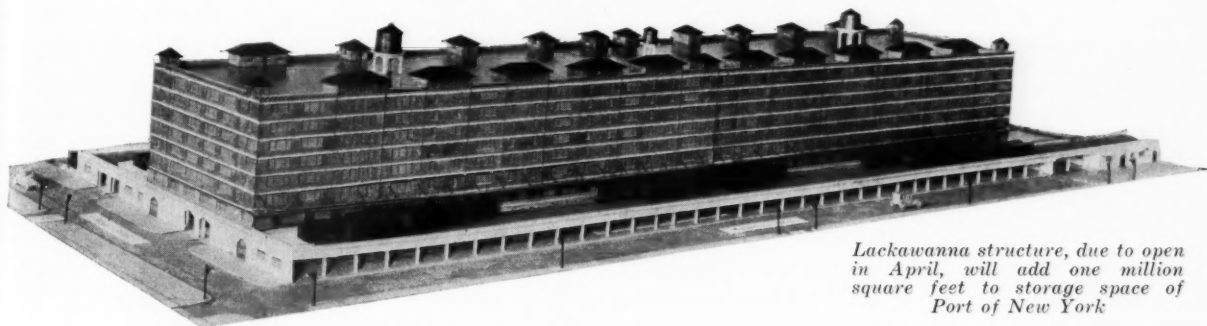
4. That the division indorse in principle "research for broadening of cold storage service" and recommend "the individual support of its members in connection therewith." This resolution was an outcome of the suggestion by Mr. Switzler that a Cold Storage Research Institute be created.

5. That the division request the Department of Agriculture "to instigate investigation and research to determine the proper temperatures at which to carry commodities in cold storage."

National Freight Appointments

Three National Freight Co. personnel appointments were announced on Feb. 1 in Chicago. Victor Stern became assistant to the vice-president in charge of merchandise consolidation. T. R. Sorensen assistant to the vice-president in charge of Pacific Coast consolidation and H. D. Howell assistant to the vice-president in charge of export. The appointments were effective Jan. 2.

Lackawanna Railroad Soon to Open Eight-Story Terminal in Jersey City



Lackawanna structure, due to open in April, will add one million square feet to storage space of Port of New York

WHAT is stated to be the largest railroad storage plant on the Atlantic seaboard—the new eight-story Lackawanna Terminal Warehouse, located in Jersey City near the Jersey terminus of the Holland Tunnel under the Hudson River—will be ready for occupancy about April 1.

Within easy trucking distance of the Hoboken and New York ferries, trans-Atlantic piers and motor highways, the structure, illustrated herewith, stands "in the heart of the Greater New York market" and contains more than 1,000,000 square feet of floor space. Time and labor saving equipment is being installed to facilitate rapid and economical movement of freight.

"From twenty-four to forty-eight hours," according to a statement by the backers, "may be saved on shipments routed Lackawanna Terminal Warehouse destined to New York and Long Island points through the use of fast motor trucks. One hour after arrival at the terminals, goods may be on their way.

"The item of economy has been given every attention in the placing and equipment of the warehouse. Rail tracks will accommodate fifty-two cars at one time, eliminating cartage charges in and out

of the warehouse. An L.C.L. freight house in the same building enables tenants to dispatch freight without costly delays, and drayage charges. Twenty-seven elevators guarantee quick floor service. In short, here is a huge modern fireproof warehouse in the low rental district equipped with every power device that will expedite freight movement.

"The erection of this new warehouse is a big forward step toward bringing the East and West closer together in that it will save the western shipper valuable time in setting his goods down before the New York purchaser. It will do much toward preventing congestion at the New York terminal, where without proper facilities, costly bottle-necking of vast quantities of freight might easily occur.

"The Lackawanna Terminal Warehouse is served exclusively by the Lackawanna Railroad, and, in order to provide for the anticipated increase in freight shipments during the coming year, the Lackawanna Railroad has increased its rolling stock considerably. They recently purchased 20 Pocono fast freight locomotives 1000 55-ton box cars, 250 70 ton Sealed Hopper Cars, not

to mention the electrification program in its suburban commutation zone estimated at a cost of \$14,000,000, and other minor additions. The warehouse also provides facilities for light manufacturing, power being furnished at a low cost. This institution will be dedicated to commerce and business interests.

"It has always been a problem to prevent clogging of the vast amount of freight continually flowing into New York from all over the country and it is felt that the new warehouse, to which additions will be made from time to time, will do much toward preventing this clogging and thus perform a vital function in the problem of expeditious and economical distribution of merchandise.

"Its vast storage space, furthermore, will enable merchants to regulate the flow of their stocks to meet the customers' demands, replenishing goods at the point of sale quickly without the necessity of keeping on hand an over supply at that strategic point."

The warehouse will be under the management of W. J. Northup, manager of the freight traffic department, Delaware, Lackawanna & Western Railroad Co., 90 West Street, New York City.

Texas Warehouses Form State-Wide Motor Freight Corporation

Leading Executives Cooperate to Block Possible Encroachment, by "Outside" Interests, on Established Storage and Pool Car Business; G. K. Weatherred Heads United Motor Lines, Inc.

FURTHER information is available regarding the organizing of the United Motor Lines, Inc., by leading merchandise companies of Texas, as announced in the February issue of *Distribution and Warehousing*. The new corporation, which will distribute freight by motor truck throughout most of the Lone Star State, was formed primarily to make economically unnecessary the erection of motor freight terminals by interests not identified with public warehousing—terminals which in time might be converted into public warehouses in competition with firms already long established within the storage industry. As pointed out in recent issues of this magazine, motor freight lines are springing up in all parts of the country, and some of the terminals built are devoting their space in part to the storage of goods for national distributors, thus cutting in on warehousing's storage revenue, pool car distribution and local cartage revenue.

The United Motor Lines, Inc., patterned somewhat on the cooperative arrangement of the Allied Van Lines, Inc., the inter-city removals agency of the National Furniture

Warehousemen's Association, has, through action by its incorporators, elected as its president G. K. Weatherred, associate manager of the Dallas Transfer & Terminal Warehouse Co., Dallas. The other officers chosen are, as vice-president, Roy Binyon, president of the Binyon-O'Keefe Fireproof Storage Co., Dallas; as secretary, R. E. Abernathy, president of the Dallas-Trinity Warehouse Co., Dallas; and, as treasurer, L. C. Abbott, operating executive of the Fort Worth Warehouse & Storage Co., Fort Worth.

The incorporators, as shown by the charter granted by the State Railroad Commission, are Mr. Weatherred, Mr. Abernathy and William I. Ford, president of the Interstate Fireproof Storage & Transfer Co., Dallas. In addition to these three, the stockholders include Mr. Abbott and Mr. Binyon, and J. P. Tarry, president of the Tarry Warehouse & Storage Co., Wichita Falls; O. E. Latimer, secretary of the Scobey Fireproof Storage Co., San Antonio, and Benjamin S. Hurwitz, president of the Westheimer Transfer & Storage Co., Houston.

WITH regard to the purposes of the new organization, Mr. Weatherred outlined the following for *Distribution and Warehousing*:

"For a number of years the warehousemen have engaged in the storage and transfer of merchandise and storing and moving of household goods, principally by steam railroads, but in later years the motor truck method of transportation has developed to a point where the warehousemen of the State, seeking to give a full and complete service to their patrons, have seen fit to, and recognized the necessity of, giving a complete service.

"In handling their household goods they have organized the Allied Van Lines, Inc., and are in a position to furnish a complete service from city to city by motor truck through that organization. This is a national corporation with offices in Chicago, of which the principal warehouses in Texas are agents.

"Paralleling this thought, the United Motor Lines will undertake to give a complete service in the distribution of merchandise, enabling the manufacturers, jobbers and merchants to use warehouses for such a service. The warehouses under this set-up will be able to

Gus K. Weatherred



President of United Motor Lines, Inc., a corporation organized by warehousemen in Texas to fight competition in transport of merchandise by truck

store goods in the usual manner, ship on orders from merchants and manufacturers, and make a complete delivery to the retail merchant.

"As a vehicle for this service the United Motor Lines furnish the complete link, and it is the purpose of the incorporators at this time to cover the entire State with this service, radiating from the warehouses in the principal cities of Texas, and in so doing the steam line, electric line and motor trucks, where established, will be used.

"We have already made arrangements to reach all principal points in all directions from San Antonio, Houston, Waco, Dallas, Fort Worth and Wichita Falls. Our manner of operation at this time includes the best established motor truck operators into these territories, along with some of the interurban lines, and, where we are not able to use services already launched, our purpose is to give the merchant service by steam lines, interurban or motor truck lines which have not yet become agents of the United Motor Lines. It is not the purpose of the United Motors to enter the field covered by strictly motor carriers other than incidentally to care for our members' warehouse business.

"The United Motors did not see fit to launch its undertaking until such time as the rates for its service were established and regulated by the Railroad Commission of Texas. In fact it was not advisable to undertake this service until a basis for such rates could be arrived at.

"The Railroad Commission fixed Feb. 15 as the effective date for uniform rates for motor trucks in Texas. With this fixing of uniform rates the warehouseman is in position to offer to his customer not only handling and storage, but a definite delivery charge to any point within the State, and it was to conserve the warehouse business that this unified undertaking has been gone into, while each warehouseman maintains his own individuality.

"The company has established offices at 415-417 Lacey Street, Dallas, with depot facilities, and motor pick-up trucks have been purchased.

"A. S. Wagner, of the Southern Transportation Co., formerly with the Electric Express Co., has been appointed general manager and is placing a full corps of solicitors in the field for business in connection with and moving incidental to the warehouse business of the incorporation, over the lines established by the United Motor Lines, Inc.

"The capital stock of the United, while nominally fixed, is nevertheless backed by the financial responsibility of all stockholders who are agents; their assets placed conservatively pass the million dollar mark."

From other sources it is learned that the United plans to establish terminals in the principal cities, including Houston, Waco, San Antonio, Fort Worth, Dallas, Wichita Falls, Abilene, Paris and Texarkana, together with intermediate points and Shreveport, La. Eventually the operation may be extended as far west as El Paso.

"The plan is based," according to B. C. Reber, *Distribution and Warehousing's* news correspondent in San Antonio, "on a desire to furnish reliable transportation, backed by good equipment and good service. It is the desire of the organizers to make the business a credit to the distribution and warehousing industry, and to protect this industry in the war which is sure to come between the railroads, competing lines and other allied agencies.

"It should be explicitly understood that there is no effort being made toward a monopoly, but merely an organization has been founded which will protect the warehousemen in their business interests and which will enable them to compete with new interests which have threatened to wreak havoc with an industry already well established.

"The backers are men with vision who have foreseen the dangers lurking in the new motor transport law in Texas and its ultimate effect on the distribution and warehouse industry of Texas. For if motor transport is to become the industry that it now threatens, within a few years it would assimilate many of the large national accounts now held by warehousemen; place the affairs of

warehousing in a condition of chaos, and threaten the existence of some of the leading storage firms in Texas."

Mr. Weathered discussed the subject at one of the sessions of the merchandise division of the American Warehousemen's convention at Biloxi, Miss., in January. Movements had already been started in Texas by truck lines to build terminals and turn the ground floors into warehouse space, he told the delegates, and so the Texas warehousemen, after investigating through an attorney, decided on a cooperative plan along the lines of the N. F. W. A.'s Allied Van Lines. They obtained a Class A permit, and ten warehouse companies operating upward of 100 trucks had pointed in. These were operating in January, 1,200 of motor truck highway and 100 miles of electric roadway, with other mileage to be covered in time.

Barnes Says Business Is Recovering, With Wages Sustained and Unemployment Less

JULIUS H. BARNES, chairman of the National Business Survey Conference, issued the following statement on Feb. 18 on the business situation after a study of reports reaching the Washington headquarters of the conference:

"Detailed reports on the business situation reaching the headquarters of the National Business Survey Conference continue encouraging. Business is on the upgrade and we are rapidly approaching the time for the ordinary revival of outdoor work, which will further accelerate progress.

"The shock of the deflation in security prices has largely been absorbed in three months. The danger of a long depression appears fairly over, with every evidence of early renewal of the normal onward march of living standards and business progress.

"We do not need to detail the reassuring factors that became manifest even two months ago, because today business reviews, economists and business leaders are speaking with confidence and on a growing record of business recovery.

"This improvement became possible because of the collective common sense, the courage and enterprise of all kinds of Americans, in business and out. We do, however, need to continue to apply these qualities, especially for the next few weeks. Careful planning and co-operation can improve buying power still further and can help to relieve individual hardship. Three months is a short period in the evolution of business, but a long time to the worker out of a job, even if he has accumulated savings.

"Large business units are doing their part daily to help. The railroads, the public utilities, the steel industry and others have increased and speeded up their construction plans. Reports coming in from business establishments disclose also that they generally are follow-

In its brief period of operation the organization had brought back to the members their lost freight drayage, Mr. Weathered said, explaining that the operating line paid the warehousemen for cartage to the warehouses. The primary object was not to make big profits, he declared, and at the end of two or three years the system might be surrendered to other interests, possibly the railroads, for operation, but with the warehousemen dictating when making contracts. Traffic managers were being offered something they had never had before in Texas in the way of pool car distribution, Mr. Weathered stated, and this phase was developing rapidly. He said the railroads were pleased with the new arrangement and were cooperating, and that the tariffs were based on rail rates.

ing through the suggestion of the Business Survey Conference that until outdoor construction generally can get under way they can assist by advancing within prudent judgment all necessary repairs, improvements, betterments, etc., of both normal and emergency character. Home owners, too, can help by doing needed work now, so that men temporarily idle can be carried over until larger programs can be started.

"American business is carrying out its pledge to make every effort to create and maintain employment until business momentum is fully regained and the emergency is over. Wage scales, too, are being maintained to sustain buying power. One of the most encouraging factors at the present time is found in the fact that at least forty-four million persons are gainfully employed, which is ten million more than were at work in 1921. This in itself helps to explain the checking of this business recession in so short a time, because these ten million additional workers, earning higher income than was possible in earlier years, themselves furnish a buying power which keeps fellow workers employed and factories running to serve their needs.

"Any wide unemployment immediately reacts on business, and the modern business man, knowing this, is as anxious as the worker himself to keep unemployment at a minimum."

Columbus Merger

The Columbus Motor Express Co. and the R. E. Mason Co., both in Columbus, Ohio, have merged under the name Columbus Motor Express, Inc. To accommodate the business, which extends through central Ohio, the new company is constructing a \$75,000 terminal at 296 East Naghten Street. E. DeMarria heads the consolidated interests as president and R. E. Mason is general manager.

A New Bush Terminal System Offers Services of Warehouses Abroad

By EDWARD TITUS, JR.
Director of Research, Bush Terminal Co.



Bush House, London—European center of new system

"Straight Line Distribution" Plan Is Inaugurated to Provide American Producers with Storage, Commercial and Financial Facilities. Features Include a "Continuous Documentation of Possession."

EXTENSION of the most modern American warehousing, merchandising and distribution methods to Europe and the Near East has just been announced by Irving T. Bush, president of the Bush Terminal Co. The effects of this new unified and simplified system for handling goods in foreign trade may well be stupendous.

American producers are offered the services of chains of warehouses operated in Europe and Asia in close harmony with the Bush Terminal distribution, storage, and manufacturing facilities in South Brooklyn. Customers of the new service can keep spot stocks at any important distribution center in Europe. They can use the 300 branch offices and 930 authorized agencies linked with the newly-formed Bush Service Corporations. European producers are offered similar storage and distribution services in the United States.

The new system, known as "Bush straight-line distribution," Mr. Bush optimistically states, makes shipment of goods between any American city and any European point as easy as shipment between two points in our own country.

Complete physical, commercial and financial facilities are placed at the disposal of shippers and buyers.

In physical facilities the service will provide, among

other things, the fastest or cheapest routing of merchandise in accordance with requirements; the advantage of consolidated car shipments; warehousing and cartage at any point, packing and repacking; marking and stamping, division of large consignments into smaller lots, or *vice versa*; the fulfillment of port, consular, import or export Governmental requirements; and the issue of warrants and other documents of possession.

In the commercial field, the system will advise shippers as to the fluctuation of demand in distant markets; assist shippers in creating demand by introducing products heretofore unknown; and enable producers to sell in new markets by creating new trade channels. The service will assist also in selecting reliable and capable agents for far-away producers, thus aiding in the establishment of sales organizations by taking advantage of the intimate knowledge of local conditions and local personalities. Producers through Bush Service will be in a position to take advantage of tariff or customs changes and Governmental restrictions on exports or imports.

The financial service will be based on the broad service principle of assisting the producer to meet the terms of the buyer or the buyer to meet the terms of the seller, thus fostering the increase of present export and import business, and the creation of new business.

"Document of Possession"

AMONG other important efficiencies and economies, the combined three-fold services bring into existence a hitherto unknown commercial document known tentatively as a "continuous document of possession." It is a combination of warrant with ocean bill of lading and/or railway bills, representing the continuing responsibility of the Bush Service Corporation for shipment from point of origin to point of distribution.

An important advantage of the "continuous document of possession," Mr. Bush explains, will be that the American manufacturer will be able to negotiate it with his bank and secure an immediate cash advance against his shipment, even when goods are shipped abroad for storage and sale over a period of time. The paper would serve as negotiable security representing goods at all times in the possession of Bush Service.

This one phase, according to Mr. Bush will solve a serious problem, particularly of manufacturers whose shipments have not been large enough to justify maintaining their own European organizations.

Instead of having capital represented by shipments in progress, or in storage for several months, tied up for that period, the manufacturer now may realize upon them at once and return the capital to production, thus increasing his turnover.

Origin of the Plan

A CHANCE meeting between Victor E. Freeman, American capitalist who settled in Europe following the war, and Mr. Bush in Paris in 1926 set in motion the wheels for formation of the entire international storage, merchandising and distribution system which Mr. Bush has just announced.

Mr. Freeman had built up a vast European distribution organization which had succeeded in reducing the hazard of customs complications and had simplified distribution through Europe. It now includes 54 established local European service companies, with 86,000 permanent customers, 300 offices, and agents in 930 additional cities. It handles throughout Europe and the Near East total annual shipments of approximately \$500,000,000.

Among the important European service companies included in the new system are Lassen & Company, Switzerland.

Rumania, Mr. Bush points out, illustrates the complete coverage of the system. Though it is a country smaller in area than California and with a population of 17,000,000, the system will have offices at Bucharest, Cernauti, Galatz, Braila, Constanza, Cluj, Oradea, Timisoara, Arad, Targu Mures, Alba Julia, and Deva.

Inauguration of the plan, which is already in operation, marks the first instance in history where railway terminals, steamship pier operating companies, lighterage services, storage warehouses and ancillary commercial and financial service facilities in Europe and America have been linked in a single



Irving T. Bush, president of the
Bush Terminal Co.

system to facilitate international commerce.

The American center of the system will be the Bush Terminal, covering 200 acres of waterfront in South Brooklyn with piers, warehouses, factories and railroad terminals, serviced by its own lighterage and switching facilities, and connecting with ten railroads radiating to all parts of the continent.

Bush House, on the Strand in London, is the European headquarters of the new network of service facilities. The building has already cost \$5,000,000. An extension now under way will add \$3,000,000 to its cost.

"New Business" the Aim

ON the authority of Mr. Bush himself it can be stated that the new Bush Service was not designed, nor does it intend later, to enter into primary com-

ESTABLISHMENT of the "Bush straight-line distribution" plan described in this article by Mr. Titus marks "the first instance in history," according to the author, "where railway terminals, steamship pier operating companies, lighterage services, storage warehouses and ancillary commercial and financial service facilities in Europe and America have been linked to facilitate international commerce."

Inasmuch as the plan is now in operation, with announcement of detail just made public by Irving T. Bush, president of the Bush Terminal Co., it is important that distributors and warehouse executives familiarize themselves with what the system offers. There are existing hazards in the export field, as is pointed out by H. A. Haring in the article beginning on page 7, and these are set down in detail here by Mr. Titus.

petition with existing warehouse, freight and forwarding companies.

"Our field is new business," states Mr. Bush through *Distribution and Warehousing*. "Our whole project is based upon the conviction that there is, here and abroad, a tremendous reservoir of untapped tonnage to be drawn into international trade if the handicaps which have hitherto dammed the normal flow are removed or even reduced.

"If Bush Service represented only an effort to enter the already established field, I would not have been interested in the first place, and I would abandon it now.

"As a matter of logic, it should follow that our efforts will really result in additional business for established lines. Every well considered endeavor to expand foreign business should be reflected in stimulation of allied activities. If such increase accrues to already established services, we shall hold no hard feelings. As I have said, our drive will be for new business from producers here and abroad who never before have engaged in foreign trade."

Many efficiencies and economies which have been effected, during the past few decades in domestic distribution and warehousing, will, under the Bush plan, be carried into the field of international distribution. Simplification and unification of services, and the untangling of snarls which have impeded international movement of goods, are the chief Bush aims.

Hazards

A WARNING to American producers contemplating entrance into the export field without proper service facilities has been issued by the Bush company in the form of a list of twelve important hazards which exporters have faced. These hazards are well known to large corporations which have painstakingly built up their own organizations abroad. They are thoroughly understood also by many smaller producers who have tried to crash foreign markets with insufficient capital and without proper representation, and have "lost their shirts."

It is partly to such smaller producers that Mr. Bush has addressed his foreign trade message. Through the 300 foreign offices and 930 agencies of the Bush Service Corporation he has told them they can get reports on whether their products could succeed in a given territory. The same Bush offices abroad will then find them suitable agents, and render regular reports on the sales results of these agents. The producer's goods will be taken from his platform anywhere in the United States, and delivered on one document to the destination in Europe, the Bush organization assuming broad responsibilities. The comparatively small American producer, moreover, will be offered facilities for keeping spot stocks wherever he desires in Europe and the Near East.

The twelve hazards of which the Bush officers warn producers not yet in the export field but who hope to enter it with their own organizations or with incoherent representation, follow:

1. Sales costs—mounting to stupendous figures if one maintains his own organization abroad.

2. Dangers from sending people unfamiliar with habits, prejudices and languages of the foreign nations.

3. Mistakes arising from failure to realize that, while the aggregate European purchasing power is high, that of most individual business men is low.

4. Desire of exporters for cash against documents in this country. This has restricted the buyers abroad to foreign concerns strong enough to furnish cash against documents in quantities sufficient to interest American manufacturers.

5. The large number of mediums which manufacturers have often employed to get merchandise from point in the interior of the United States to point in the interior of Europe. These have sometimes included: first, an American railroad; second, an organization at the

port of embarkation to arrange clearance and to book ocean freight; third, a steamship company; fourth, an organization in Europe to clear through the customs and arrange shipment to interior; fifth, a railroad taking it to the interior; sixth, an interior warehouse if the merchandise is to be held; and possibly, seventh, a bank at destination. All this has been costly and has created widely divided responsibility.

6. Railroad rates change. Previously there has been no possible means for obtaining comprehensive, up-to-date information on these changes.

7. Customs duties change overnight. The exporter must have last minute information.

8. Exporters here have had difficulty in accurately determining the proper foreign port from the standpoint of expeditious movement, freight rates and customs duties.

9. Lacking up-to-the-minute information on railroad rates and customs figures, it has been difficult to ascertain exactly what countries are best for distribution.

10. There has been no current fresh information on markets. Exporters have depended on statistics six months or a year old.

11. It has been difficult to obtain accurate credit information with respect to sales agents and buyers.

12. A company not large enough to establish its own organization has had no check on the activities of its sales representatives.

These, and other problems of the large and small international distributor, Bush Service is successfully solving. Never before, its executives declare, has been worked out such a complete system of international distribution, warehousing, financing and information-collecting.

New York Warehousemen Will Appeal Court Ruling Which Sanctions Storage of Goods by Railroads on the Port's Piers

STORAGE of emergency merchandise, including newsprint paper, on New York City's East and Hudson River piers—a practice which was assailed by the Warehousemen's Association of the Port of New York and was temporarily checked when the association obtained a writ of mandamus restraining Dock Commissioner Michael Cosgrove from permitting it—won legal sanction on Jan. 10 in a decision handed down by the Appellate Division of the New York Supreme Court.

The warehousemen's organization plans to carry the case to the New York State Court of Appeals. No decision by the higher tribunal is anticipated until late in the year.

The original writ granted the association was based on a decision that the city piers were being used illegally by the New York Central, Lehigh Valley and Baltimore & Ohio railroads. Commissioner Cosgrove was ordered to have freight removed after a maximum of fifteen days because it "encumbered and interfered with the free use of the piers."

The Appellate Division holds that there is no proof that a public interest is affected adversely by the storage practice, and rules that the capacity of the warehousemen's association, "based as it is upon an endeavor to divert a portion of the business of warehousing into premises of members of the petitioning association," is not sufficiently established to permit it to bring action.

The Appellate Division holds that the railroads, which were made co-defendant with the dock commissioner at their own request, were carrying out their ordinary functions as transportation lines in storing freight on the piers.

The ruling points out that the original decision granting the mandamus was based on a previous decision in an action brought by the warehousemen's association against Commissioner Cosgrove, in which it was held that the use of the piers for storage or warehouse piers en-

cumbered them. The Appellate Division denies that the earlier holding was valid, as the piers were leased exclusively to the companies using them and they could not therefore be impeded by themselves.

Under the Greater New York charter the lessees of city piers are permitted to erect and maintain sheds to protect cargo. The defendant railroad companies acted within this right, the Appellate Division holds, and retained on the piers only such freight as had been received over the rail lines or was about to be shipped. Thus the status of the freight in the present case was different from that in the case used as an authority for the granting of the mandamus, according to the Appellate Division. The latter's ruling continues:

"In the cited case the transportation had been completely halted and the goods were 'in storage.' Here the merchandise is held during the implied con-

tinuance of transportation. The storage business in the former case bore no relation to the transportation of the goods which were stored. Here the companies are all engaged in the transportation business, and as an integral part of their public duty thereunder, merchandise is temporarily held by these carriers for the convenience of the shipper or the consignee.

"The merchandise here is still 'in transit,' for concededly it has not been delivered to the consignee. Nor do we think that a writ of mandamus in a case of this kind is an appropriate remedy 'to compel a course of official conduct, or long series of continuous acts, as it is impossible for the court to oversee the performance of such duties.' The enforcement of this mandate would be quite impracticable. The order should not have been granted, and must be reversed."

Jones & Co., Norfolk, Opens Modern Cold Storage Warehouse

THE new cold storage warehouse of Jones & Company, located on Water street, Norfolk, and one of the largest and most modern in Virginia, is open to business.

Of steel and concrete, the structure is six stories high and has 675,000 cubic feet of cold storage and 180,000 cubic feet of dry storage space. Its refrigerating plant has a capacity of 120 tons daily, and provision is made for the quick handling of perishable products, such as strawberries, seafoods, fresh meats and vegetables of all kinds.

Each of the six floors is divided into two or more rooms, all equipped so that temperatures may be varied in each to meet immediate needs. The temperatures range from 20 degrees below zero upward, with a temperature of 10 degrees below on the sixth floor, where all the perishable products are to be stored.

The warehouse is 140 feet long and 100 feet wide, and one of its specially constructed provisions is for the storage of furs. It has connection with the Belt Line Railroad; and, with deep water on one side, can accommodate vessels of 30 feet draft.

The name of the new company is the Jones Cold Storage & Terminal Corporation, of which Arthur P. Jones is president. W. Barham Jones, his brother, is vice-president, Allison J. Parsons is treasurer, and W. L. Bentley, Jr., is secretary. The Jones interests operate two dry storage warehouses in addition to the new plant. One of the main purposes of the new development is to attract carload shipments of commodities, for which adequate cold storage facilities have not been available at Norfolk heretofore.

Story of Constructive Convention of N.F.W.A. at Biloxi

By KENT B. STILES

THE high lights of the tenth annual convention of the National Furniture Warehousemen's Association, at Edgewater Gulf Hotel near Biloxi, Miss., on Jan. 14-18, were presented on these pages in the February issue. They included the reelection of James F. Keenan, Pittsburgh, as president; announcement that the Grayhound Van Lines, controlled by railroad interests, were prepared to sell their long distance moving equipment to the National's Allied Van Lines, Inc.; a decision to apply for a Federal Trade Commission code of practices; adoption of a policy that approval of State removals legislation was detrimental to the industry's interests; decision to establish uniformity of procedure in displaying goods

in advance of selling for storage charges; announcement that the National Board of Fire Underwriters had accepted the association's regulations for a standard fire-proof warehouse; and approval of a combination "application for employment" and "physician's certificate" standard form for drivers and chauffeurs.

The report of Mr. Keenan as president and that of Ralph J. Wood, Chicago, as secretary, were also summarized in last month's issue.

On this and following pages is published a more detailed review of reports, discussions and activities at the National's Biloxi assembly.

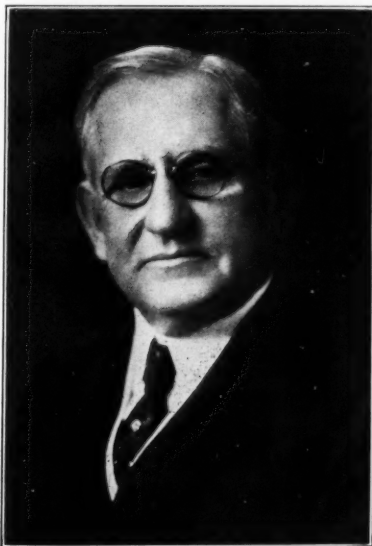
IN his report as executive secretary, Henry Reimers, Chicago, pointed out that "not so many years ago the average warehouseman conception of the value of his association was to promote the interchange of shipments" and "to hold good fellowship meetings and outings," and that today, after ten years of N. F. W. A. activity, "probably one of the most noticeable" strides which household goods warehousing has taken "is a more universal conception of morals and ethics in the conduct of business." He reviewed the tangible benefits which have accrued to the National's members during the decade, and in conclusion offered this thought:

"Making inquiry recently as to why the prices of automobiles were advancing I was informed that it is necessary to do so when production falls off. Likewise I understand that in the steel business prices advance as demand decreases. This is a condition somewhat revolutionary over past ideas of meeting competition.

"When business is poor the tendency is to reduce prices, not with the idea of developing more new business but to take it away from a competitor. This competitor is also forced to reduce prices, with the result that, aside from a general decrease in volume and revenue, revenues are further decreased by forced lower prices. Instead of decreasing prices when business is slack, they should be increased to compensate for the overhead burden of vacant space and idle equipment. In other words, when volume falls off, increase prices; and close cooperation is imperative.

"I have in mind developing statistics on warehouse space occupancy to offer as a guide on price fluctuations. I be-

James Keenan



Pittsburgh executive who was re-elected president of the National Furniture Warehousemen's Association

lieve this theory should be developed to such a degree that storage contracts should carry a provision that prices may be changed subject to reasonable advance notice. To carry out an honest scheme of pricing, I would reduce and increase rates on goods in storage when warranted.

"Briefly, the plan, to be effective, must honestly work both ways. What is essential is the establishment of a local

earning level to be maintained during normal and abnormal periods.

"This, I believe, is something worth thinking about."

Regional Reports

REPORTS on general business conditions, and particularly within the industry, were presented by the divisional vice-presidents—C. J. Hamilton, Baltimore, eastern; James M. Walker, Memphis, southern; S. S. David, Chicago, central, and Malcolm A. Keyser, Salt Lake City, western.

In the eastern territory the industry seemed "to be resting on a sound footing," reported Mr. Hamilton, the 1929 business having been "fair to good with a noticeable increase in the last six months." It was gratifying to note "a considerable decline in warehouse construction," he said, indicative of "a more safe and sound policy" and of "an effort to stabilize our business." The Allied Van Lines were becoming more popular and profitable, he declared; packing was still on a decline, with little improvement in sight; competitive conditions appeared to be "more prevalent and troublesome" where there were no local associations. "Nothing short of hard work and intelligent thinking," he commented, "can ever hope to cope with ruinous competition and this will probably never bring a remedy, but should at least be helpful."

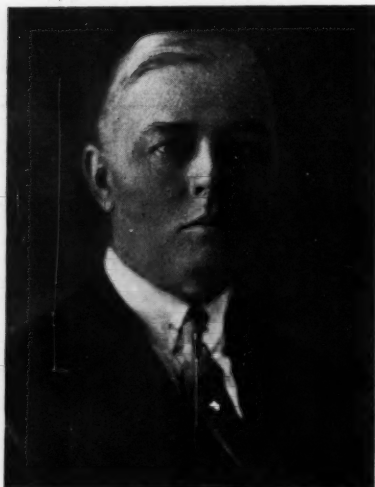
Mr. Hamilton urged more attention to development of potential and remunerative sales promotion. "Let us sell the public what we have created."

The South was relatively unaffected by the stock market speculations, Mr. Walker pointed out, and very few of the southern warehousemen themselves were involved, "due to a condition which has

arisen in the storage and transfer business" in that section. He explained:

"There never has been a time when as much capital was required to handle such a business as ours. The whole scheme of operation has undergone and is undergoing a decided change. In years past our patrons were content with non-fireproof warehouses, old store buildings, and in some cases barns and garages, for storing their personal effects. Now the trade of the South demands improved methods of ware-

William R. Wood



New eastern vice-president

housing, and a warehouse company without adequate facilities is laboring under a great disadvantage and in time will be out of business. The same is true with the equipment of today."

Storage in the South had just about held its own, Mr. Walker reported; packing had decreased; long distance moving had increased; prospects for 1930 seemed favorable. He concluded:

"From the information I am able to get there has been more capital invested in our industry in the southern States than in any previous year. This investment however has not been in the building of warehouses but for the most part is represented by equipment purchases."

In the central district "business is on the upgrade and going fairly strong," according to Mr. David, who said that his "bold statement" was based on reports from local associations, to which he had sent questionnaires.

"There is always a bottom, however far down," said Mr. David, "and it seems we have reached the bottom of our depressions and again are climbing upwards. The increase may not be great in volume, but the mere fact of any increase is sufficient to provide the encouragement our industry has needed."

The replies showed that long distance moving experienced an increase in 1929; "this speaks well for the activities of the Allied Van Lines," Mr. David commented. It was noteworthy, he went on, that "for the first time in some years

these reports show an increase in packing in certain quarters," and he added: "Apparently there has been an increased railroad movement to far-distant points and also a greater effort to sell proper wrapping and packing for storage preparation."

Collections were reported as generally poor. "How much the stock market craze had to do with warehouse collections can only be conjectured," Mr. David said, "yet such readily may be included among the other ills of market speculation," because customers no doubt found it "difficult to disburse money for storage charges."

Price competition was still a dominant factor, the reports showed, although little of this affected storage prices.

Turning to the brighter side of the picture, Mr. David cited ten factors based on the replies he received. These factors included "the return back to storage of so many former storage customers" convinced of the economic value of storage; preservation of long distance of hauling through A. V. L. ability to meet competition; satisfaction, by the public, with storage rates; reawakening

J. P. Ricks



New southern vice-president

of association spirit and enthusiasm; public satisfaction with service; success of moth fumigation; the fact that so little warehouse space was added in 1929.

In conclusion Mr. David urged knowledge of costs; more confidence between members; better service salesmanship when encountering price competition; an increase in storage, moving and packing rates in certain localities to bring them on a parity with prevailing charges; standardization of service; better co-operation in the smaller communities; cessation of the practice of promising too much; cleaner men, warehouses and methods; and more advertising along educational lines.

Mr. Keyser based his report on replies received from 34.6 per cent of the 159 member companies in the western divi-

sion. The responses varied widely but apparently indicated generally satisfactory conditions, with here and there storage, packing and shipping having slumped.

Many N. F. W. A. members were "taking a very active part in community affairs," Mr. Keyser said in conclusion, and "this means to me that, with some of the leaders of the community engaged in our business, the warehouse industry will progress and make such changes as conditions make necessary."

Marion R. Niedringhaus



New central vice-president

Election of Officers

IN his report as chairman of the nominating committee, Oscar Kreutzer, Milwaukee, told how he and three committee members—C. Van Wyck Mott of Washington, D. C., Merle E. Turner of Los Angeles, and Joseph H. Meyer of Chicago—met in Chicago in October. He was authorized to prepare a resolution, subsequently signed by all but one member of the committee, to the effect that the committee had found difficulty in making nominations because of existing business rivalries and varied practices, and that the committee believed that such conditions could be eliminated through creating an advisory board of the associations's ex-presidents, which board could give a nominating committee the benefits of its knowledge and experience and thus develop new talent and leadership. Such a resolution, which Mr. Kreutzer offered for the convention's consideration, provided that the constitution be amended to provide for the proposed advisory board, the members of which would be authorized to attend, at their own expense, meetings of the board of directors, of which they would be *ex officio* members.

The nominating committee's slate for officers and directors was as follows:

President, Martin H. Kennelly, Chicago.

Regional vice-presidents: eastern, William R. Wood, New York; southern, J.



1. James F. Dunn, elected treasurer, and Mrs. Dunn. 2. James F. Keenan, reelected president, and Mrs. Keenan. 3. Martin H. Kennelly, who declined the presidential nomination; Joseph Doyle. 4. Mrs. Carl E. Wittichen. 5. Miss Shirley Meyer and Mrs. Joseph H. Meyer, with Miss Eunice Weicker, Denver girl who died a few days after the convention. 6. George Sebold, Mrs. A. A. Botts, Mrs. George Butler, Ernest T. Chadwell. 7. Mrs. M. Kennelly, mother of Martin H. Kennelly. 8. Harvey B. Lyon, elected a vice-president; W. L. Stodghill, George McCann. 9. Ernest H. Milligan, George A. Rutherford. 10. Harvey B. Lyon, Mr. and Mrs. Oscar W. Taylor. 11. P. J. O'Connor, N. S. Von Phul, Frank M. Brock. 12. Mr. and Mrs. William R. Thomas. 13. Martin J. Reilly, Henry C. Goodman, John L. Wilkinson, Oscar W. Kreutzer. 14. Olin M. Jacobs, E. W. Irwin, Ernest T. Chadwell, George C. Harris, William A. Maynard. 15. C. C. Temple, Mrs. J. G. Witte. 16. A. V. Cresto, J. M. Cherry, T. F. Cathcart. 17. Louis G. Myers, John L. Wilkinson. 18. Miss G. Wren, Louis A. Graham. 19. William R. Palmer, elected president of the new Council of Warehouse Association Secretaries; Miss L. O. Allen, William T. Bostwick.

P. Ricks, Jackson, Miss.; central, Marion Niedringhaus, St. Louis; western, Harvey B. Lyon, Oakland, Cal.

Secretary, Ralph J. Wood, Chicago.
Treasurer, James D. Dunn, Detroit.

Directors, each for three years, Joseph R. Cochran, Minneapolis; James F. Keenan, Pittsburgh; John G. Neeser, New York; Ray R. Sutton, Pasadena, Cal.

Prior to the convention an opposition ticket was prepared by some of the N. F. W. A. members identified with the

Ralph J. Wood



Reelected secretary

Connecticut Warehousemen's Association, New Jersey Furniture Warehousemen's Association and New York Furniture Warehousemen's Association. The backers of this ticket were of the opinion that it was a mistake to retire Charles S. Morris, New York, treasurer last year, and E. B. Gould, San Diego, a director last year, from the board.

The easterners' ticket differed from that of the nominating committee in that Mr. Keenan was renominated for president; Mr. Morris was renominated for treasurer; Mr. Gould was renominated for a directorship; and Mr. Dunn was nominated for a directorship.

The result was that at Biloxi there were two candidates for president, Mr. Kennelly and Mr. Keenan; two for treasurer, Mr. Dunn and Mr. Morris; and six, four to be elected, for the board—Mr. Cochran, Mr. Dunn, Mr. Gould, Mr. Keenan, Mr. Neeser and Mr. Sutton.

As the nominating committee's choice for the presidency, Mr. Kennelly addressed the delegates, predicating his remarks, he explained, on that part of the association's constitution which declares that one of the organization's objects shall be to promote friendly feeling. He did not seek the office, he declared, and fought his friends who wanted to make him a candidate. The nominating committee's theory, that there should be rotation in electing officers and directors, was sound, he declared, but men who had done good ser-

vice should not necessarily be dropped for that reason. He reviewed his activities in N. F. W. A. work, notably the development of the Allied Van Lines.

Up to this part of his talk the impression appeared general that Mr. Kennelly intended to accept the nomination, but he threw something of a bombshell on the floor of the convention by concluding:

"I decline the nomination and I nominate that man who I think will promote the spirit of the constitution—Mr. Keenan."

On motion by A. V. Cresto, Kansas City, Mr. Keenan was unanimously elected president.

Mr. Dunn withdrew as a candidate for a directorship but explained that, in courtesy to the nominating committee, he believed he should continue to stand for the treasurership.

Mr. Gould withdrew as a candidate for a directorship. The interests of the association should be paramount in the mind of every one of its members, he declared, and he would not be a party to any division of feeling.

Mr. Morris, whose name went on the opposition ticket against his personal

Harvey B. Lyon



New western vice-president

wishes expressed in advance to his friends, declared that he felt that their action was sufficient reward for his quarter-century of service in association activity. His election as treasurer might lead to rifts and misunderstanding and the interests of the organization must be paramount, he said, and, with "deep sense of the loyalty" of his friends, he withdrew his name.

Mr. Keenan, having been reelected president, withdrew his name as candidate for a directorship.

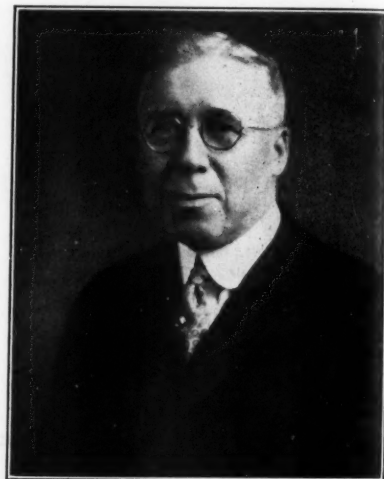
These developments left only three candidates for places on the board—Mr. Cochran, Mr. Neeser and Mr. Sutton, with four vacancies to be filled. On motion by Nathan L. Goodman, Jersey City, the fourth vacancy for which there was no candidate was referred back to the

nominating committee, which subsequently brought in the name of Clarence A. Aspinwall, Washington, D. C., who is general treasurer of the American Warehousemen's Association. The ticket as finally elected is as follows:

President, James F. Keenan, president of the Haugh & Keenan Transfer & Storage Co., Pittsburgh.

Vice-presidents: eastern, William R. Wood, secretary of the Liberty Storage & Warehouse Co., New York; southern, J. P. Ricks, owner of the Ricks Storage

James D. Dunn



Chosen treasurer

& Distributing Co., Jackson, Miss.; central, Marion Niedringhaus, president of the General Warehousing Co., St. Louis; western, Harvey B. Lyon, secretary of the Lyon Storage & Moving Co., Inc., Oakland.

Secretary, Ralph J. Wood, president of the Lincoln Warehouse Corp., Chicago.

Treasurer, James D. Dunn, president of the Riverside Storage & Cartage Co., Detroit.

Directors: Joseph R. Cochran, president of the Cameron Transfer & Storage Co., Minneapolis; John G. Neeser, president of the Manhattan Storage & Warehouse Co., New York; Ray R. Sutton, secretary of the Pasadena Transfer & Storage Co., Pasadena; and Clarence A. Aspinwall, president of the Security Storage Co., Washington, D. C.

The delegates then considered the Kreutzer resolution for an advisory board of former presidents. This move was opposed by C. J. Hamilton, Baltimore, who had been an eastern vice-president for two years past and hence a board member. Mr. Hamilton offered a substitute motion that the Kreutzer resolution be tabled. On a rising vote, 44 members favored tabling the resolution and 33 were against tabling, and thus the resolution did not become effective.

Mr. Kreutzer told the convention that the withdrawal of Mr. Kennelly as a candidate for president was not known in advance by the committee. On behalf of the committee he explained that the



20. Mrs. Henry Reimers, Mrs. Arthur A. Leonard, Mrs. George Kindermann, Mrs. Sidney S. David. 21. Miss Adelaide David, Mrs. W. A. Gordon. 22. Mrs. Charles Morgan, Mrs. William R. Wood. 23. G. K. Weatherred, Benjamin S. Hurwitz, K. K. Meisenbach, John Bekins. 24. Walter P. Thiebault, George Kindermann, Joseph R. Cochran, a new director; C. D. Coggeshall. 25. A. S. Carman, Henry Reimers, executive secretary; H. E. McNiven, the new assistant executive secretary; G. J. Carmichael. 26. R. V. Weicker, Charles S. Morris, a past president; Charles D. Strang, Louis Schramm, Sr. 27. George Kindermann, Sidney S. David, James L. McAuliff. 28. J. P. Ricks, a new vice-president. 29. William I. Ford, a past president; R. H. Hall, Charles Morgan, George B. Rutherford. 30. Kneeland B. Wilkes, E. A. Howard Baker, Elmer A. Eulass, J. P. Ricks. 31. R. A. Ford, W. A. Gordon, Ernest Martin. 32. C. G. Gohlke, Oliver Wogstad, Clarence A. Ullman. 33. Malcolm A. Keyser, Wilson H. Collin, Herbert N. Bragg, Benjamin F. Brockway. 34. George A. Rhame, James M. Walker, Arthur A. Leonard, James L. McAuliff. 35. A. H. Laney, Sydney Green, John J. Woodside, Ralph J. Wood, secretary. 36. John K. Walker, Milo W. Bekins, D. K. Terry, Ben A. Langan. 37. W. W. Hoffman, John D. White. 38. Mrs. R. W. Page, Mrs. John Bekins. 39. Robert M. Ferguson, Joseph P. Donnelly, Thomas F. Murray, William R. Wood, a new vice-president.

members had felt it their duty to follow recommendations made by "substantial business men."

Association Relations—Arbitration

AS chairman of the association relations committee, Mr. Dunn said there was difficulty in carrying out, along practical lines, a plan presented at the Mackinac convention last summer, to the effect that his committee present a report as to "the possible advisability of centralizing State organizations either

of instances requiring arbitration was due largely, he said, "to the efficient manner in which our N. F. W. A. office is handled." Urging all local associations to create arbitration committees, Mr. Walker said:

"Arbitration is the only sane method of handling disputes between members themselves, or members and customers, and I do not believe that any difficulty can arise in our industry that cannot be satisfactorily handled by arbitration. . . . With active local arbitration committees I believe a large percentage of our misunderstandings and ill-feeling between members could be alleviated. The N. F. W. A.'s arbitration committee could then be used when matters of policy and principle were at issue."

Allied Van Lines

THE successful development of the Allied Van Lines was shown by Mr. Kennelly, president of the agency, in the figures he quoted, including the following:

During A. V. L.'s first ten months, ended June 1, 1929, there were 5000 loads handled, of which 51 per cent were matched; the revenue was about \$844,000, or approximately \$165 a load.

During the later seven months ended this past Jan. 1 there were 6692 regis-

teen months, against 7173 in four years by the old bureau; while A. V. L.'s revenue has approached the two-million-dollar mark in the seventeen months, against slightly more than one million during four years of bureau operation. Moreover the average price per load has been increased by \$15.

Mr. Kennelly said that by next June A. V. L. should be on a self-sustaining basis without the use of fees collected this year. His report touched also on

Joseph R. Cochran



A new director

into chapters or some other form which would give a more direct contact and control with them." He gave reasons why, in his opinion, the idea was not practicable, citing the factors which militated against it.

Mr. Dunn alluded to the plan of William R. Palmer, New Haven, secretary of the Connecticut Warehousemen's Association, to form a council of association secretaries. "It is reasonable to suppose," he declared, "that if such an association is formed and functions properly it may possibly be the means of forming opinion throughout the country which will gradually bring about that form of organization which will give the cooperation and control desired by the National members."

(Subsequently, as outlined in the February issue of *Distribution and Warehousing*, the association secretaries organized their Council. Mr. Palmer was elected president, and H. E. McNiven, the new assistant executive secretary of the National, was chosen secretary.)

James M. Walker, as chairman of the arbitration committee, reported that only two cases came before the committee during the year and that they were handled satisfactorily, and the scarcity



A new director

tered loads, of which 54 per cent were matched; the revenue totaled \$1,020,871.03.

These figures contrast with four years (1924 to 1928) of operation of A. V. L.'s predecessor, the old inter-city removals bureau. During that period 7173 loads, of which 40 per cent were matched, brought a revenue of \$1,070,000, or an average price of \$150 a load.

A comparative study shows that A. V. L. has handled 11,692 loads in seven-



A new director

tariffs, insurance, advertising, cooperative purchasing and outside competition. He then disclosed that the railroad interests, including the Pennsylvania, were willing to dispose of the Grayhound Van Lines, which has been in competition with the A. V. L.

"Since the summer meeting," Mr. Kennelly said, "we have been in communication with the interested parties, seeing if we could come to some friendly and satisfactory negotiations with the G. V. L. through the medium of the Pennsylvania Railroad. These negotiations have been very satisfactory."

"Mr. Keenan, Mr. Harner, Mr. Sweeting and myself attended a meeting in Philadelphia with Mr. Decy, vice-president of the Pennsylvania, and Mr. Watson of the G. V. L. Other members of the Pennsylvania system sat in at the meeting. It was a very friendly meeting, and it is only fair to the Pennsylvania that this statement be made: that they were in full sympathy with our feelings. They said that the van lines of the Grayhound were in competition with them in their long-haul business, but that the van lines were in operation when they acquired an interest in the bus line company and the movement was not initiated by them. They expressed the earnest desire that an agreement



Harris. 48. J. Roy Long, J. E. Dupes, C. F. Brooks, H. E. Edelen. 49. John Stahl, F. A. Wall, T. Henry Waterman. 50. Miss L. O. Allen, H. E. Edelen, Mrs. M. L. Brandon. 51. Mrs. Myda L. Shattuck, Burr Cramer. 52. Elmer S. Dayer. 53. Mr. and Mrs. Francis E. Buckley with (right) Miss Billie Brown. 54. Mr. and Mrs. Henry Stevens. 55. Alexander Gaw, William E. Cramer, Charles J. Blanck, George Butler. 56. L. H. Tanner, Henry Stevens, E. C. Shaner. 57. D. K. Terry, R. L. Schramm, Leo H. Blum, Harry C. Zaban, Miss Billie Brown, Roswell B. Milligan.

could be worked out that would be satisfactory to all interested parties. I must emphasize again that the Pennsylvania assumed a very fair attitude.

"On returning to Chicago we have had several meetings with Mr. Watson of the G. V. L., looking toward the purchase of the equipment. No definite conclusions have been arrived at. They have eleven pieces of equipment which they offered to sell to us. The price mentioned was not satisfactory, but they are going to submit another proposition to us."

William I. Ford, Dallas, moved that it be recommended that the A. V. L. board be authorized to buy the Grayhound equipment, with the understanding that the Grayhound go out of the business of long distance removals of household goods. This motion was adopted. Various members pledged themselves from the floor to buy pieces of A. V. L. equipment.

The cost accounting committee chairman, George Sebold, Atlanta, termed his report "Turning the Corner"—calling the delegates' attention to "various ways and means of increasing your profits through development of new business and trimming down of costs in present business." Directing attention to the National Credit Men's Association's conviction that "credit has been over-extended and overdone," Mr. Sebold said:

"Long credit increases costs and the same rule might be applied to our accounts, especially in the storage department, where, too many times, goods are allowed to stay for periods resulting in such charges which when the goods are sold cannot be realized from the proceeds of the sale."

Mr. Sebold suggested round table discussions among warehouse executives in a town, explaining:

"It will often be possible to make three or four shipments in the same car, taking advantage of the carload rate and then prorating the difference between the carload and less than carload rate back to the warehousemen forwarding the shipments."

"Packing departments can also be consolidated, freeing this amount of space and equipment from each individual house, where they set a packing schedule for each community and establish a cost of central packing department. This feature can be worked out to render a greater benefit to all concerned, and a greater purchasing department set up will reduce material costs."

Mr. Sebold's report concluded by offering this formula: "Analyze—Determine—Follow Through."

L. A. Graham, vice-president of the Relay Motors Corporation, made a graphic talk, with blackboard illustrations, on motor truck operating costs. In the ensuing discussion it was suggested that the National compile definite figures on such costs. Mr. Kennelly promised that a special A. V. L. committee would conduct cost tests in various parts of the country and submit the findings, at a future meeting, for members' information. William R. Palmer, president of the association secretaries'

Council, indicated that the Council could function along this line.

Legislative

IN his report as chairman of the legislative committee, Mr. Kreutzer pointed out "some of the many things that a prudent warehouseman should give careful consideration in conducting his business." These included liability of warehouseman for loss by theft of stored property or damage to it by fire; stipulation in warehouse receipt limiting liability; concealed damages; warehousemen's liens; amount of depositor's property to be sold on foreclosure of lien;

Henry Reimers



Executive secretary

purchase by warehouseman at foreclosure sale; and effect of registration of chattel mortgages and conditional sales contracts on stored property.

That the warehouseman's right to purchase at his own sale was questionable, Mr. Kreutzer pointed out, should appear from the fact that at least two States, Minnesota and Iowa, "have by amendment to the Act carefully prescribed the conditions under which the warehouseman may buy at his own sale." He continued:

"The warehouseman should therefore use all reasonable means to secure the attendance of as many prospective buyers at his sale as possible. To do this, some warehousemen are now having their lien foreclosure sales conducted by public auctioneers, who usually have a list of prospective buyers to whom they, on their own account and at their own expense, give notice of the sales."

Nathan L. Goodman, Jersey City, spokesman for a majority group of the New Jersey Furniture Warehousemen's Association, brought up a "State's rights" question, involving an attempt by the New Jersey organization to have the New Jersey State Legislature enact legislation which would require movers to file weekly, with county clerks, lists of customers moved. This situation was outlined in detail in the February issue of *Distribution and Warehousing*. In brief, Mr. Goodman contended in effect

that the National should not dictate to the New Jersey association if the latter believed that the proposed law was to the best interests of the New Jersey members.

As told last month, the discussion at Biloxi disclosed that the New Jersey members were not unanimous with respect to the proposed law, and speakers expressed opinion that enactment of such a law in New Jersey would be detrimental to warehousemen elsewhere. In view of these circumstances, it was voted that the New Jersey association reconsider the situation before proceeding further.

J. E. Kittrell, representing the National Automobile Chamber of Commerce, discussed motor vehicle taxation. He believed in fair taxation but declared the present rate of charges on motor vehicles to be "fundamentally wrong." He gave figures to show lack of uniformity of State taxation throughout the country, and pointed out lack of State reciprocity (as outlined on page 40 of the January issue of *Distribution and Warehousing*). There should be reciprocity among States, Mr. Kittrell said, and taxation should be on value of property and on mileage, plus a gas tax, and all uniformly.

W. R. Thomas, Cleveland, as chairman of the industrial relations committee, presented a combination "Application for Employment" and "Physician's Certificate" form, which the convention approved on his recommendation. This would be for use by drivers, chauffeurs and others applying at warehouses for jobs. (See page 36 for illustration.)

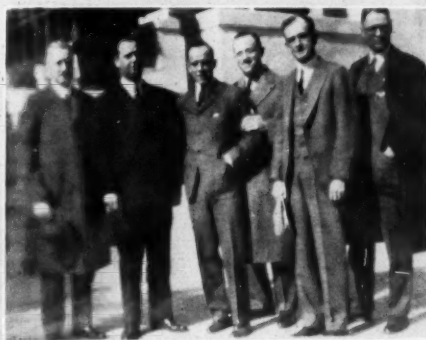
That such prospective employers undergo physical examinations was, Mr. Thomas pointed out, "very essential for the protection of employers' property as well as safety and effect on compensation insurance rates. . . While some members may feel that this protection is not necessary, however, as a safeguard and to have proper chauffeurs handling our long distance vans, it is essential that we have the best of men, physically and otherwise."

Mr. Thomas said the committee recommended also that employees should be American citizens.

Trade Practice

COMMENTING that one member had likened the National's code of practice to "a roaring lion without any teeth," S. S. David, Chicago, chairman of the code of practice committee, directed attention to "a path open to us for better protection, if we choose to take it"—one that "will help to protect us from the unfair competition of any person or firm engaged in the storage, packing or long distance moving of household goods, anywhere and everywhere in these United States."

This was, Mr. David said, the Federal Trade Commission, which would give "protection with all the moral force of U. S. ruling and procedure behind it." He cited more than fifty industries which "have taken advantage of Federal trade conferences," these including cold storage warehousing; outlined the procedure



Left, Benjamin F. Hurwitz in costume which won men's comic prize at masque ball. Center, elected to the board of directors—John G. Neeser, Joseph R. Cochran, Marion W. Niedringhaus, Harvey B. Lyon, J. P. Ricks, Clarence A. Aspinwall. Right, Mr. and Mrs. Oscar W. Kreutzer.

necessary for household goods warehousing to apply for a trade practice conference, and described the benefits which he believed would result.

"We want the Trade Commission to use this power in behalf of our industry," Mr. David concluded. "It rests with us to set the proper machinery in motion. A Federal trade practice conference is the first necessary step. Your committee would appreciate the fullest expression of opinion, and if the members so choose, the passing of a resolution to proceed as may be necessary."

Jay Weil, New Orleans, suggested that initiation for such a conference might better come apparently from outside the N. F. W. A.

Clarence A. Aspinwall declared that a conference would be "of greatest advantage and value" and he moved that the committee be authorized to proceed in whatever way the board of directors might approve. This motion was adopted.

Insurance

INSURANCE has developed into "such an intricate business" and had "become so technical," F. E. Aaron, Philadelphia, stated in his report as insurance committee chairman, "that it is becoming more difficult every day for the warehouseman to know just what are the proper and best coverages to carry for his protection against the risks and hazards of the industry." To the committee it was suggested during the year, Mr. Aaron said, that a booklet be prepared outlining the various coverages desirable, and, acting on the idea, the committee sent out a questionnaire and received 97 per cent replies. This remarkable percentage of response indicated the industry's interest in the subject.

Mr. Aaron presented the text of a proposed booklet, covering fire and lightning, public liability, property damage, collision, earthquake, tornado, flood, explosion, plate glass, bond, robbery, life, compensation and other forms of insurance.

On behalf of Daniel P. Bray, Kansas City, heading the committee's automobile

insurance division, a paper was read which took the form of a letter to Mr. Bray from C. B. Cramer, Los Angeles, manager of the insurance firm of Cass, Tierney & Johansing, pointing out that with the close of business on Dec. 31 last 57.1 per cent of all the available prospects in the N. F. W. A. were covered under the association's master automobile insurance policy, the word "available" being used for the reason that the firm had been unable to apply the plan in Oregon, Washington, Texas, Massachusetts, Minnesota and Wisconsin "because of unfavorable State laws." The letter said that 401 such policies had been issued to 694 available members, and anticipated that "we should have 25 per cent more policy holders at the end of 1930 than we had in 1929."

As vice-chairman in charge of the building insurance division, Charles S. Morris reviewed briefly the committee's effort to effect standardization of insurance requirements and rating of fireproof furniture warehouses. "We are really hopeful," he said in his formal paper, "that our standards as reported to this association will be adopted as the standards of the National Board of Fire Underwriters—an accomplishment which, when finally perfected, will be worth all of the activity which your committee has set forth."

Later in the convention Mr. Morris announced that he had just received word that the Board had accepted the regulations and that the latter had been ordered printed for distribution nationally, and there would result, he predicted, a "great savings" for the industry eventually.

A. V. Cresto, reporting as vice-chairman heading the compensation insurance division, declared that the association "might well take the lead by working to meet the accident problem." Employers should "use systematic and continuous endeavors to locate and eliminate causes of accidents," he said, in view of "the ever-increasing cost of compensation insurance," which he held to be "of vital importance to our indus-

try." While rates charged the industry were high in comparison with those in many other industries, he stated, "there is little question that ours as a unit has done less to improve the conditions to its risks than any other well-defined industry," and "in the final analysis this is the instrument that will get reduced rates." He held compensation insurance to be a State problem.

After describing various group plans in operation in various industries, Mr. Cresto said that "many circumstances and conditions must be carefully and comprehensively analyzed before a group plan can efficiently be determined upon—one which will provide the fullest degree of protection at the lowest net cost," and that "if it is agreed that something can be done, the next step will be a proper survey of past experiences as well as present compensation and/or employer's liability needs of the individual members" of the N. F. W. A. Until these statistics were available, he pointed out, "this subject-matter can only be discussed in generalities in so far as our benefits may be concerned."

On behalf of Joseph W. Glenn, Buffalo, as head of the transit insurance division, a report was read touching on the A. V. L. automobile and rail cargo policy, which he said was working out very nicely except that some members complain that they are carrying yearly coverage on legal liability and direct coverage, in addition to the insurance through the A. V. L. This could be corrected, he pointed out, with considerable saving effected, "by covering their local haulage under the A. V. L. policy for legal liability."

C. B. Cramer of Cass, Tierney & Johansing suggested the possibility of an all-risk policy on household goods in storage, to cover values, at reasonable rates, in excess of the warehouseman's present liability. Mr. Cramer went into detail regarding such coverage, but the information is largely of a confidential character pending possible action.

Mr. Aspinwall declared that Mr. Cramer's suggestion was sufficiently im-

portant to warrant further study by the insurance committee, and it was voted, on his motion, that the committee work with Mr. Cramer along that line.

Contact—Packing—Unclaimed Goods— Selling Service

AS a member of the warehouse removals and operations committee, Wilson Collin, Chicago, presented a paper on "Making Contacts an Asset," in which he declared that "one of the greatest weaknesses and one of the most detrimental to the prestige of our industry lies too often in our failure to make our several points of contact with the customer so satisfactory as to win his trust and confidence." Equipped with modern warehouses, facilities and vans, however, the industry today, he said, stood "in a far more favorable light than it did during the rough-and-tumble days of years ago."

Mr. Collin outlined some of the practices adopted by warehousemen "to build up morale and develop a keener interest and better spirit" among employees.

A paper was read on behalf of D. V. Murdoch, Pittsburgh, a member of the committee, who discussed "Packing," which he declared to be a problem today rather than a profitable side line as formerly. He discussed lift vans and portable containers; shredded parchment paper as a substitute for excelsior, and the possibilities of a cooperative packing plan in local communities, and urged the compilation of authentic information on average weights of household goods packed and crated for shipment.

William T. Bostwick, New York, another member of the committee, declared to be "vital and important" the question as to whether it was wiser for the warehouseman to sell goods as stored or to display them until the actual time of sale, when selling unclaimed goods for storage charges. The law expected the warehouseman "to protect the customer to the greatest extent," Mr. Bostwick pointed out, and so the warehouseman "must accept the theory that the contents of all containers must be displayed in order that the customer may receive as much as possible for his goods in any sale." He added:

"As far as your committee feels, they believe that the recommendations to be adopted by the association should be based on common sense and on a consideration of the greatest good to both the warehouseman and the customer and it is in this belief that your committee wishes again to emphasize the fact that all trunks, cases, dresser drawers, etc., should be opened and the contents carefully displayed."

Mr. Bostwick said there had been suggested to the committee "the possible establishing of central collection agencies in the larger cities," to which agencies would be reported all storage and open accounts more than 60 or 90 days old."

During discussion of whether contents should be displayed in advance of sale, Mr. Kennelly suggested, in view of lack of unanimity of opinion, that the legis-

Application for Employment

MADE BY _____ 19 _____

Name _____ Position desired _____
Address _____ Phone No. _____ Age _____ Married or Single _____
Do you live with your relatives? _____ Do you contribute to their support? _____
Where you ever employed by this company before? _____ Have you any relatives employed by this company? _____
Nationality _____ Last Place Employed _____
Last Employer's Address _____
What position did you hold? _____ When did you leave? _____
How long were you there? _____
Why did you leave? _____

Give the Names and Addresses of Last Three Employers

First Name or Employer's Name	Address	What position did you occupy?	How Long Employed?
Street _____ City _____	From _____ To _____		
Street _____ City _____	From _____ To _____		
Street _____ City _____	From _____ To _____		

Give in spaces below Names and Addresses of persons to whom you would refer for Character Reference (Not Relatives or Former Employers)

Name	City	Street Address	Occupation
1 _____			
2 _____			
3 _____			

In the event I am employed, I agree to abide by the rules of this firm which are now in effect and any which may be put into force hereafter.

Signed _____

PHYSICIAN'S CERTIFICATE

(Physician's Fee Must Be Paid by Applicant)

I, _____, a Registered Physician of the City of _____, County of _____, State of _____, hereby certify that I have examined _____, whose personal description is as follows:
Weight _____ lbs. Height _____ inches
Age _____ Race or Color _____

PHYSICAL EXAMINATION

Organs of Locomotion (including bones, joints, and limbs) _____

Vision: Right Eye _____ Vision: Left Eye _____
Eye Conditions _____
Hearing: Right Ear _____ Left Ear _____
Ear Conditions _____
Heart Conditions _____

I further certify that I have correctly recorded the results of the examination, and that to the best of my judgment and belief "he is" "she is" "it is" physically qualified for service as a chauffeur.

M. D. _____
No. and Street _____
City _____

Drivers' employment form approved by N.F.W.A.

lative committee attempt to work out some uniformity of procedure and present it at the next convention. Mr. Kennelly's motion to that effect was adopted.

On behalf of J. E. Perky, Kansas City, another member of the warehouse removals and operations committee, a paper on "Selling Service" was read. In it Mr. Perky likened the warehouse business to a great tree, saying:

"The tree sends out large brace roots which hold it in place, but through the tips of the thousands of tiny roots is where the tree gets its nourishment. The tips of these tiny roots represent the points of contact with the customers in our business, and it is from the customers that we draw all our strength. Every point of contact with the customer is a magnetic touch of selling service."

Traffic—Side Lines—Standard Form— Advertising

THE report of Walter J. Riley, Chicago, as chairman of the traffic committee, stated that the proposed change in the classification on emigrant movables had been definitely postponed, with the result that "the members of our association will be in a position to receive the benefit of the low basis on rates on emigrant movables in carloads that they have been enjoying in the past." Mr. Riley concluded:

"Some changes have been made in the Southern Freight Association territory due to orders issued by the Interstate Commerce Commission to equalize the rates in that territory. Effective Jan. 8 all commodity rates on household goods were cancelled. Therefore the third class rates will apply on shipments billed as household goods, with a minimum of 12,000 pounds on a 36-foot car. However the rate on emigrant movables has been changed to correspond with the same item in Consolidated Classification, thereby giving the public the benefit of the Class B rates. This class rate is considerably less than the old commodity rate on household goods. Of course in billing a car of emigrant movables the minimum is 20,000 pounds, and cars so forwarded will have to conform

with the conditions outlined in the Classification."

As chairman of the trade research committee, Milo W. Bekins, Los Angeles, enumerated a few of the revenue-producing departments which have been added to the modern warehouse in recent years, including fur and garment storage; rug cleaning; furniture sales; insurance; long distance moving; freight forwarding, and moth proofing.

Mr. Bekins went into detail about the moth proofing department of his own firm. This had operated three years and in that time had produced approximately \$50,000 in revenue, he said. As part of freight forwarding he advocated use of containers or lift vans, declaring the percentage of damage to goods shipped in lift vans to be considerably less than where goods were crated. To him it seemed that the A. V. L. would logically be the ones to own such vans and rent them to members on a trip or mileage basis; he declared that the rents charged "should bring in sufficient revenue to the A. V. L. so that empty vans could be returned where shipments were not moving in the same direction, as well as to cover depreciation and other expenses." Mr. Bekins suggested that a committee be appointed to obtain facts and figures on this class of shipping.

E. A. Howard Baker, Denver, chairman of the uniform methods committee, presented suggestions as to forms which the committee felt the members might consider worthy of development in the future. These were a standard form of warehouse receipts for furs; a form of bond or affidavit in the event of a lost receipt; and the incorporation, in the warehouse receipt and contract form, of a clause "pertaining to the payment of a reasonable attorney's fee in the event of any litigation involving the goods stored."

As chairman of the publicity committee, Morrison C. Wood, Chicago, noted, in a paper read on his behalf, that today more firms were advertising, more mediums were being used and advertising had "grown steadily better" and was being done more successfully.



Left, the victorious western golf team—Ben A. Langan, George A. Rhame, Malcolm A. Keyser, Milo W. Bekins, E. A. Howard Baker, William I. Ford, C. D. Coggeshall, R. H. Hall, Elmer A. Eulass; with T. A. Fetter. Center, the silver golf trophy donated by E. A. Howard Baker. In group at right, central figure facing front is Mr. Baker.

"Any man with a business that deserves to succeed," Mr. Morrison declared, "can definitely improve that success through proper advertising. But he must take his advertising seriously. He cannot dash off a few great thoughts on the back of an old envelope. He must plan with the caniness of a Scotch engineer and test with the patience of a German analytical chemist."

Dr. E. A. Bach, Washington, D. C., Department of Agriculture entomologist, summarized what the department has been doing the past year along the line of moth proofing inquiry. The Department had no reason to change its attitude toward proprietaries on the market and with which warehousemen were familiar, he said. He recounted what was new on the subject and stated that the investigation would continue.

As chairman of the warehouse construction committee, Arthur A. Leonard, Detroit, said that inquiry had disclosed that further warehouse construction at this time was not desirable, and that the committee had some "improvement suggestions" which would be sent to the headquarters office in Chicago.

Nominating Committee, Golf

A NOMINATING committee was elected to select the 1931 ticket of officers and directors. For the chairmanship three names were called from the floor—E. B. Gould of San Diego, Thomas F. Murray of New York, and Walter E. Sweeting of Philadelphia. The divisional candidates, as called from the floor, were as follows: eastern, C. J. Hamilton of Baltimore, W. E. Cramer of New York and Elmer Dayer of Buffalo; central, Joseph H. Meyer of Chicago, R. H. Hall of Duluth and Don Welch of Cincinnati; western, M. A. Keyser of Salt Lake City, Mrs. Myda L. Shattuck of Hollywood and E. A. Howard Baker of Denver; southern, George C. Harris of Birmingham, K. K. Meisenbach of Dallas and A. H. Laney of Jacksonville.

The committee as elected comprises Mr. Gould, chairman; Mr. Hamilton for the eastern, Mr. Hall for the central,

Mrs. Shattuck for the western and Mr. Harris for the southern division.

E. A. Howard Baker presented the association with a massive silver cup as a golf trophy to be striven for by teams represented East and West at each convention. In the initial contest, at Biloxi, the western squad, captained by

Miss Eunice Weicker



Denver executive's daughter who passed away at Biloxi following convention

Milo W. Bekins, defeated the easterners, headed by J. P. Ricks. On the victorious team with Mr. Bekins were Joseph R. Cochran, C. G. Coggeshall, William I. Ford, R. H. Hall, James L. McAuliff, George A. Rhame, M. A. Keyser, Wilson Collin, Ben A. Langan, E. A. Eulass and Mr. Baker. The eastern associates of Mr. Ricks were George Kindermann, George E. Butler, George A. Rutherford, Charles D. Morgan, James M. Walker, Arthur A. Leonard, Herbert Bragg, B. F. Brockway, J. K. Walker, D. E. Perky and Kneeland B. Wilkes. Between

conventions the cup will repose at the Chicago office.

Death of Miss Weicker

MISS Eunice Weicker, a daughter of R. V. Weicker, president of the Weicker Transfer & Storage Co., Denver, died of pneumonia at the Edgewater Gulf Hotel on Jan. 27. She had attended the N. F. W. A. convention and had taken a prominent part in the social activities.

Urges Freight Delivery by Carriers

Delivery of freight at New York's piers resulting from lack of team tracks should be eliminated and store door delivery substituted as the opening wedge in a nationwide delivery system by the railroads, in the opinion of George F. Hichborn, general traffic manager of the United States Rubber Co., in a February address to about 300 members of the Traffic Club of New York City, of which he was formerly president.

Mr. Hichborn described the operation of the Columbia Terminals Co., St. Louis, as an example of what should be done. New York today, he declared, was where it was fifteen years ago. Direct delivery and pick-up service would be in operation on Manhattan Island within a year, he predicted, and would do much toward solving the city's freight problem.

"Tempus Fugit"

John Mulligan, still president, at the age of 85, of the Knickerbocker Storage Warehouse Co., Newark, N. J., is the subject of a personality sketch in the February issue of *The Autocar Messenger*, published by the Autocar Company, Ardmore, Pa. The article contrasts the era of horse-drawn vehicles, in Mr. Mulligan's early days in the business, with the present motorized age, in which his grandson, James E. Mulligan, the Knickerbocker firm's operating executive, operates Autocar trucks.

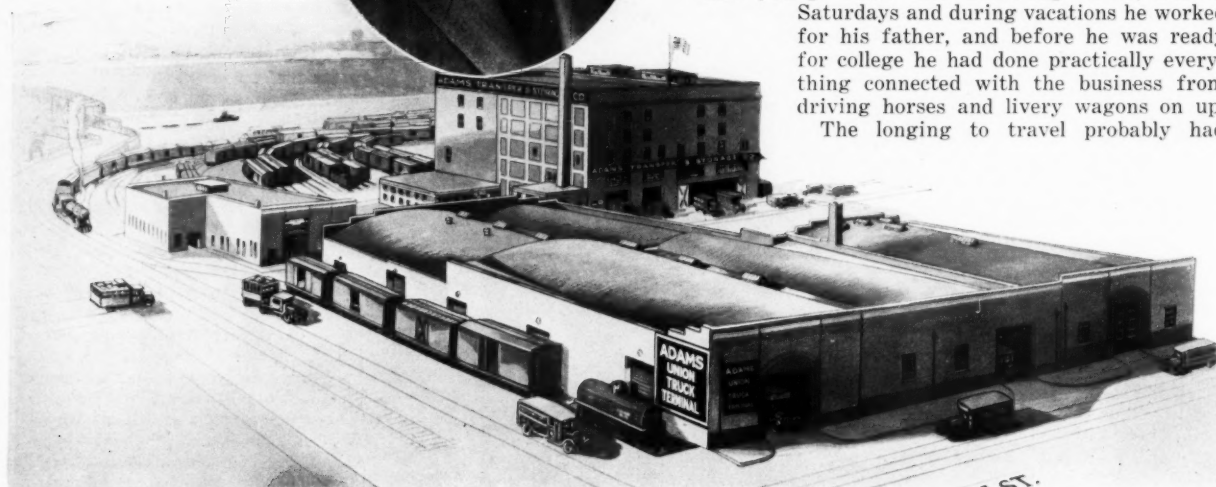
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D. S. Adams

By MERRYL SCHWIND

In oval, D. S. Adams, vice-president and general manager of the Adams Transfer & Storage Co., Kansas City, Mo.

THE urge of travel and adventure carried Dickinson S. Adams to Mexico, the Philippines and the Orient and around the world before he came back to his home town in Kansas City, Mo., to become a figure in the



Above, the merchandise warehouse of the Adams company, together with (foreground) the recently-established motor freight terminal

warehouse industry as vice-president and general manager of the Adams Transfer & Storage Co. His particular position of prominence at the moment is his place as chairman of the American Warehousemen's Association's merchandise division committee which is guiding the national advertising and publicity campaign launched to make public warehousing better known to the country's manufacturers and distributors.

As an engineer, "Dick" Adams built railroads in the far north provinces of China along the picturesque Yangste Valley; helped to subdue the "black heathen" tribes in the Philippines; and commanded his men in the World War. And now that he is established in the business which his father founded many years ago, people ask him if the old restlessness and love of adventure do not return now and then. His answer is that business itself is tremendously interesting, and that in the commercial and civic life of a modern city a man can find

Let's Take the Family

an outlet for all his desires and ambitions just as surely as he can in foreign lands. As an example, Kansas City's mayor recently reappointed him to serve a four-year term as a member of the local City Plan Commission, a bi-partisan body which is preparing an extensive schedule of municipal public improvements that will involve expenditure of many million dollars.

The Adams family are from American stock for generations back. For years Edwin P. Adams, founder and president of the firm, was with the Adams Express Co. He was general agent at Fort Scott, Kansas, and removed to Kansas City to become general agent when his son Dickinson was 10 years old. Then, in 1898, he started the present warehouse business, which erected one of the first merchandise storage buildings in the city. At that time young "Dick" was attending school, but on

Saturdays and during vacations he worked for his father, and before he was ready for college he had done practically everything connected with the business from driving horses and livery wagons on up.

The longing to travel probably had

much to do with his choice of a career, and when Mr. Adams, a true son of Kansas, went back to Kansas University it was as a student of civil engineering. Following his graduation, his first assignment was on a railroad engineering job in old Mexico. From then on practically all his engineering work was done abroad.

He went to the Philippines in the service of the Government and spent three years there. During that time some of the non-Christian tribes in the island of Mindanao began to make trouble, and Mr. Adams went down as head of a commission to divide up the provinces and establish boundary lines separating the Christian from the non-Christian clans. Although they were accompanied by few soldiers, they found the natives more afraid of them than they were of the natives.

Mr. Adams says that one of his most interesting foreign jobs was with the Chinese Government, locating a railroad

(Concluded on page 53)

Success Stories

Family Album Out of Storage!

No. 89

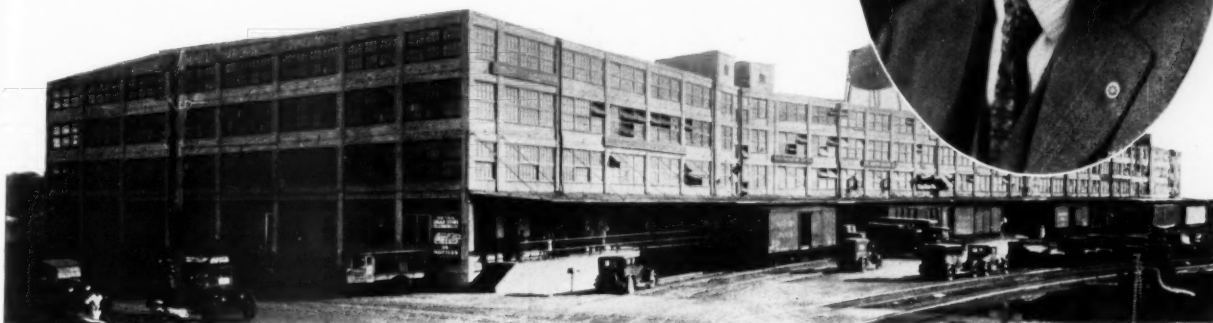
Horace C. Avery

By ELIZABETH FORMAN

HORACE C. AVERY, recently elected a member of the executive committee of the merchandise division of the American Warehousemen's Association, got into the public storage business by accident. So, at least, he says.

Born in Jacksonville, Fla., where he is now vice-president and general manager of the Union Terminal Warehouse Co., Mr. Avery was nine years old when his mother was left a widow with four little ones. He went to work in the mailing department of a newspaper. From there he

In oval, Horace C. Avery, vice-president and general manager of the Union Terminal Warehouse Co., Jacksonville, Fla.



Above, merchandise storage building of the Union Terminal Company in Jacksonville

drifted into the business department and thence into transportation.

In 1898 Mr. Avery was with the Central of Georgia Railway and with the Ocean Steamship Company of Savannah. He resigned on the day when President McKinley called for volunteers in the Spanish-American War, and went out with the Jacksonville Light Infantry, which later was merged with the regular army. His position was kept open for him and he returned to it after the war.

In 1903 Mr. Avery left Jacksonville for central Georgia, where he opened a commercial agent's office for the Merchants and Miners Steamship Company, running vessels from Baltimore and Philadelphia to Savannah. In time he was instrumental in having the line extended to Jacksonville, and when that was accomplished he returned to his natal city and became its first port agent.

In 1918 the steamship companies were taken over by the Government, and Mr. Avery, getting his second experience with war-time measures, was transferred to Charleston, S. C., and there placed in charge of the terminals of the Clyde Steamship Company.

In November of that year, he was called on long distance and tendered the management of the Union Terminal Warehouse Co. at Jacksonville.

This concern, one of the largest in the Southeast, had not been successful. The building, containing some 330,000 sq. ft., was two-thirds empty and looked like the proverbial white elephant. Mr. Avery knew nothing about the warehouse business and, had he been on the ground,

he might not have had the courage to tackle the task which was set before him.

His first survey of the plant was not reassuring. The few tenants in the building were dissatisfied. So he spent his first few months improving the service to please them. Then he decided to learn something about the industry, so he took a trip through the Middle West and to New York to study some of the old established warehouses.

On that long trek he met the late George S. Lovejoy, then president of the American Warehousemen's Association. Mr. Lovejoy gave him much valuable information and then interested him in the work of the associations. The Florida executive then began calling on traffic managers and sales managers of manufacturers who distributed nationally—to solicit business. The tide turned, and contracts simply flowed in. The terminal had been an ambitious project and it was just a bit ahead of its time and the city.

Mr. Avery took over the management of the company on Nov. 15, 1918. By 1921 he had got it out of financial difficulties. He also had become vice-president and general manager, with an interest in the business.

The Union Terminal is one of the South's most modern warehouses. On one side are the tracks of the Seaboard Air Line, and on the other, trackage, with a 26-car capacity, of the St. John's River Terminal Co. All kinds of general merchandise are received, stored and shipped. The building also has its own substation post office, its

(Concluded on page 53)

Occupancy Reported 76.2% on Dec. 31 as against 77.1% on Nov. 30

Latter Figure Was a New High Mark, According to Department of Commerce Records; Tonnage Statistics for October Indicate More Goods Entered Storage, of Total Volume Received, Than in Any Other Month in 1929

By KENT B. STILES

REVISED figures made public by the Bureau of the Census of the Department of Commerce show public merchandise warehouse occupancy of 76.4 per cent at the end of October and 77.1 per cent at the close of November; while figures issued on Feb. 18, but subject to possible change based on subsequent returns, disclose occupancy of 76.2 per cent on the final day of December.

The October mark, 76.4, was the highest reached up to that time since the inauguration of this statistical movement in January of 1928.

The November level, 77.1, again established a new record.

In May and June of last year the occupancy percentage was 71.0, and the ascent was steady thence on through November—71.2 in July, 71.9 in August, 74.3 in September, 76.4 in October, and 77.1 in November.

In December came the first recession since last spring, although the December level, provisionally 76.2, was higher than in any other month of 1929 except October and November.

Of the total volume of merchandise reaching the reporting warehouses during the three months covered in the accompanying table, 79.4 per cent went into storage during October, the balance being delivered on arrival; 75.2 per cent entered storage in November, and 75.5 per cent went into storage during December.

The October percentage, 79.4, was the highest for any month during 1929. It has been exceeded only twice before—in January and February of 1928, when the respective marks were 83.3 and 83.6.

It will be observed that in the November and December columns, in the accompanying table, figures for Chicago, Minneapolis-St. Paul and St. Louis are given for the first time; several months ago the Government's releases began containing figures for the New York metropolitan district, Brooklyn, Manhattan, and that part of New Jersey within the port territory.

This is in line with the effort by the Department of Commerce to make the

Every warehousman receiving the monthly questionnaires from the Department of Commerce owes it to himself and his industry to send in replies promptly.

statistics more valuable to the industry. As outlined on pages 16 and 17 of this month's issue of *Distribution and Warehousing*, L. Seth Schnitman, representing the department, indicated at the Biloxi convention of the American Warehousemen's Association in January that the Government might abandon compilation of figures by States and do the work instead by marketing centers where the industry's responses could be considered representative of true conditions.

Occupancy

THE accompanying table shows that a percentage higher than 90.0 was reported by warehouses, at the end of both November and December, in six States—Ohio, the Dakotas, and Idaho-Wyoming-Montana. Plants in the same six States and in Wisconsin reported more than 90.0 per cent at the end of October.

The Oct. 31 percentage mark for the entire country—76.4—represents an increase of 10 per cent over the level on the corresponding date in 1928, when the figure was 66.4. The Nov. 30 record-breaking mark, 77.1, compares with 68.6 per cent on the previous Nov. 30. The provisional figures, 76.2, on this past

Dec. 31 compares with 68.1 on Dec. 31, 1928.

Comparing the percentages, 1929, at close of November and December, with those on the final days of the corresponding months in 1928, we have the following:

	Occupancy Percentage			
	1928	1929	1928	1929*
Massachusetts-Vermont..	51.1	52.8	50.0	51.8
Connecticut-Rhode Island	55.6	55.9	61.6	50.9
New York Met. District	...	84.2	...	84.3
Brooklyn	...	86.2	...	87.6
Manhattan	...	68.2	...	78.7
Nearby New Jersey	...	84.6	...	81.9
New York State	56.7	82.7	54.8	83.1
New Jersey	75.6	84.0	76.4	81.4
Pennsylvania	71.0	73.9	71.2	71.7
Ohio	85.4	92.1	84.7	90.9
Indiana	76.4	80.7	75.2	79.6
Illinois	77.2	83.4	77.3	84.0
Chicago	...	85.0	...	84.0
Michigan	69.2	69.7	68.1	69.2
Wisconsin	79.8	84.7	77.3	86.6
Minnesota	79.7	86.4	77.8	86.0
Twin Cities	...	86.3	...	85.7
Iowa	69.6	73.8	70.1	79.2
Missouri	77.6	85.6	79.8	83.5
Saint Louis	...	83.2	...	78.3
North and South Dakota	92.3	93.8	94.9	93.1
Nebraska	78.5	82.0	83.6	89.2
Kansas	71.5	83.1	77.4	87.5
Delaware-Maryland-District of Columbia	56.1	60.4	51.8	59.7
Virginia-West Virginia	68.3	70.7	68.8	70.7
North and South Carolina	71.9	75.6	73.4	70.1
Georgia-Florida	80.4	79.8	81.3	73.0
Kentucky-Tennessee	74.0	70.8	74.9	72.1
Alabama-Mississippi	88.7	78.3	80.9	67.1
Arkansas-Louisiana-Oklahoma	60.8	59.8	67.3	58.4
Texas	83.5	85.1	83.8	85.1
Idaho-Wyoming-Montana	78.1	90.3	82.2	90.1
Arizona - Utah - Nevada - New Mexico	77.8	84.1	78.5	85.4
Colorado	69.4	75.0	71.5	74.4
Washington	71.2	85.4	69.4	82.2
Oregon	64.5	68.6	63.9	69.2
California	78.7	78.7	74.5	75.8
Entire United States	68.8	77.1	68.1	76.2
Warehouses reporting	1212	1272	1227	1274

* December, 1929, figures subject to revision. Blanks indicate 1928 figures not available.

Tonnage

DURING October 949,785 tons arrived at the reporting warehouses; of this volume, 79.4 per cent, or 753,848 tons, entered storage, the balance being delivered on arrival. As already stated, this is the record percentage for any month in 1929. In November 744,477 tons arrived, of which 559,718 tons, or

75.2 per cent, went into the warehouses. During December the volume arriving was 607,109 tons, of which 75.5 per cent, representing 458,204 tons, entered storage.

The October percentage, 79.4, compares with 73.5 in October of 1928. The November mark, 75.2, contrasts with

PUBLIC MERCHANDISE WAREHOUSING
OCTOBER—NOVEMBER—DECEMBER, 1929

Division and State	Number of Warehouses			Per Cent. of Floor Space Occupied			Tonnage					
							Received During Month	Delivered on Arrival	Received During Month	Delivered on Arrival	Received During Month	Delivered on Arrival
	Oct. 1929	Nov. 1929	Dec. 1929	Oct. 1929	Nov. 1929	Dec. 1929	October 1929		November 1929		December 1929	
NEW ENGLAND:												
Massachusetts and Vermont.....	*45	45	45	*54.3	52.8	51.8	*11,591	*1,819	11,813	1,378	11,537	1,220
Connecticut and Rhode Island.....	15	17	17	59.5	55.9	50.9	3,942	4,157	4,565	3,582	4,011	2,565
MIDDLE ATLANTIC:												
N. Y. Metropolitan District (1).....	329	336	336	82.1	84.2	84.3	70,220	2,550	104,775	1,851	87,448	1,345
Brooklyn.....	239	244	244	84.9	86.2	87.6	38,635	111	53,639	193	54,662	121
Manhattan.....	46	48	48	76.5	78.2	78.7	9,342	373	9,023	339	8,254	223
Nearby Jersey and All Other.....	44	44	44	80.4	84.6	81.9	22,243	2,066	42,113	1,319	24,532	1,001
New York.....	325	332	332	80.9	82.7	83.1	69,419	8,822	86,620	7,660	81,688	5,668
New Jersey.....	52	52	52	*82.0	84.0	81.4	*17,271	2,200	33,152	1,781	16,270	1,063
Pennsylvania.....	55	55	55	75.5	73.9	71.7	35,363	4,950	32,458	4,375	31,760	4,213
E. NORTH CENTRAL:												
Ohio.....	31	32	32	91.5	92.1	90.9	47,561	6,654	39,303	4,747	35,485	4,419
Indiana.....	24	24	24	82.7	80.7	79.6	3,053	1,786	2,412	1,383	2,230	1,347
Illinois.....	*60	63	64	*87.0	83.4	82.2	*83,730	13,186	69,808	11,307	56,854	3,975
Chicago.....		44	45		85.0	84.0		66,648	9,993	53,653	2,722	
Michigan.....	55	55	55	73.2	69.7	69.2	*33,837	*4,100	29,716	3,741	16,149	2,944
Wisconsin.....	38	36	38	*92.0	84.7	86.6	*9,939	*3,466	7,633	2,441	5,644	2,337
W. NORTH CEN.:												
Minnesota.....	37	36	36	*84.6	86.4	86.0	*33,492	*7,788	28,187	7,397	18,607	6,271
Minneapolis and St. Paul.....	32	32	32		86.3	85.7		24,792	6,820	18,018	6,518	
Iowa.....	21	23	23	*73.1	73.8	79.2	*9,172	*2,443	6,341	2,395	6,999	1,831
Missouri.....	*24	36	36	*82.9	85.6	83.5	*25,981	*2,557	26,476	2,256	19,181	1,881
St. Louis.....		12	12		83.2	78.3		7,525	291	6,584	291	
North Dakota and South Dakota.....	9	9	9	94.4	93.8	93.1	3,276	615	3,315	561	1,911	255
Nebraska.....	22	24	24	77.5	82.0	89.2	13,496	3,415	19,669	2,924	11,481	2,228
Kansas.....	19	21	21	82.2	83.1	87.5	6,715	5,188	9,561	5,045	3,907	4,032
SOUTH ATLANTIC:												
Delaware, Maryland and Dis. of Col.	*42	42	42	*61.0	60.4	59.7	20,465	8,865	19,404	8,567	21,455	7,532
Virginia and West Virginia.....	32	30	30	71.1	70.7	70.7	*6,524	*44,101	6,332	42,641	6,285	42,430
North Carolina and South Carolina.....	12	12	12	*68.4	75.6	70.1	*2,116	*597	2,033	598	1,581	407
Georgia and Florida.....	27	31	31	81.2	79.8	73.0	8,726	3,835	8,547	3,784	5,121	3,668
EAST SOUTH CENTRAL:												
Kentucky and Tennessee.....	13	15	16	70.0	70.8	72.1	4,921	1,903	5,360	1,914	6,062	1,628
Alabama and Mississippi.....	11	16	16	68.0	78.3	67.1	2,118	1,738	2,185	1,813	1,492	1,089
WEST SOUTH CENTRAL:												
Arkansas, Louisiana and Oklahoma.....	24	24	24	58.0	59.8	58.4	14,800	6,257	16,123	5,739	16,605	4,690
Texas.....	53	59	58	73.2	85.1	85.1	*22,260	*8,482	21,261	7,794	16,735	6,938
MOUNTAIN:												
Idaho, Wyoming and Montana.....	8	8	8	93.8	90.3	90.1	3,178	1,644	1,651	1,193	998	1,251
Arizona, Utah, Nevada and N. Mexico.....	16	16	16	83.0	84.1	85.4	8,272	2,613	8,371	2,218	7,476	1,243
Colorado.....	17	18	18	77.3	75.0	74.4	4,630	3,404	3,693	1,966	612	1,650
PACIFIC:												
Washington.....	*31	31	31	*80.2	85.4	82.2	*16,863	*12,364	11,156	12,483	9,950	10,038
Oregon.....	7	7	7	70.7	68.6	69.2	*12,638	*20,298	13,158	23,980	16,171	14,791
California.....	104	103	102	*79.1	78.7	75.8	*38,499	*6,690	29,215	7,096	23,947	5,337
Total for United States.....	*1,229	1,272	1,274	*76.4	77.1	76.2	*573,848	*195,937	559,718	184,759	458,204	148,905

*Revised.

1 Because of the importance of this territory, figures are shown separate from the State totals; this area includes all of the boroughs of New York and adjacent New Jersey territory.

74.1 in the previous November. The December figure, 75.5, compares with 72.1 for the corresponding month in 1928. Thus it will be seen that during the final quarter of 1929 a larger percentage of received merchandise went into the warehouses than in the final quarter of the preceding calendar period.

By divisions, the comparative percentages for October, November and December of 1929 are as follows:

Division	Percentage Entering Storage—1929		
	Oct.	Nov.	Dec.*
New England.....	72.7	76.8	80.4
Middle Atlantic.....	88.4	91.6	92.2
East North Central.....	85.9	86.3	88.6
West North Central.....	80.7	82.9	80.4
South Atlantic.....	39.7	39.5	38.9
East South Central.....	65.9	66.9	77.3
West South Central.....	71.5	73.4	74.1
Mountain.....	67.7	71.8	68.9
Pacific.....	63.3	55.1	62.4
Entire United States.....	79.4	75.2	75.5
Warehouses reporting....	1229	1272	1274

*December figures subject to revision.

Next Month:
CHARTS

ABOUT the middle of March the Department of Commerce will issue revised totals for last December. Final figures will become available, accordingly, covering the first two years—January, 1928, to December, 1929, inclusive—of the Government's warehousing statistical project.

Based on these percentages across the twenty-four months, charts are being prepared which will be published in the April issue of *Distribution and Warehousing*.

Thus will be presented graphically the peaks and valleys of the industry's occupancy and tonnage, those of 1929 being contrasted with the ones of 1928, as indicated by the records of the Bureau of the Census.

The Law of the Highway, or Legal Rights of Motor Truck Owners

Twenty-sixth of a Series of Legal Articles

By LEO T. PARKER

Attorney-at-Law

IN many instances warehousemen permit customers to ride on the motor vehicles being used to transport the patrons' property.

It is important to know that a customer who rides on a motor vehicle under these circumstances, is not entitled to damages for injuries sustained as a result of his own carelessness.

For instance, in *Radel Co. v. Borches*, 145 S. W. 155, it was disclosed that the driver of a motor vehicle, in which three patrons were riding with consent of the warehouseman, stopped at a café at the request of one of the patrons. The driver, together with two of the occupants, left the machine and went inside the café, leaving the third patron in the vehicle. The driver had neglected to set the emergency brake and the truck rolled down a grade. The passenger jumped and sustained severe injuries for which he brought suit against the owner of the vehicle to recover damages, contending that the latter was liable be-

cause the driver negligently left the truck standing unattended.

It is interesting to observe that the Court held the injured patron not entitled to recover damages and, in effect, said:

"The injured customer cannot recover for injuries resulting from a runaway if the driver left the vehicle at the invitation or request of injured plaintiff or of any of the occupants in the presence of and without objection by the plaintiff."

Also, in *Camp v. Spring*, 217 N. W. 917, a patron, who standing in a cab of a motor vehicle, sustained severe injuries to his fingers when the door of the truck was closed and caught his hand between the door and the jamb. The injured person sued for damages, but it is significant that the Court held the owner of the vehicle not liable because the injury resulted from the patron's negligent act in standing in the cab.

Direct Control Necessary

ANOTHER well established point of the law is that a warehouseman is not liable in damages for injuries sustained by patrons who ride in a motor truck, or injuries effected third parties, where it is proved that the warehouseman hired both the vehicle and its driver, and did not assume direct control over the management of the driver.

For illustration, in *Boniface v. Relyea*, 36 How. Pr. (N. Y.) 457, it was disclosed that a business owner named Relyea paid an agreed rental for use of a motor vehicle owned by another, who furnished the driver. Relyea had no control over the driver except to instruct him the destination, and the driver selected the route. On one of the trips the driver negligently injured a person, who sued Relyea for damages. However, as the driver was not under direct control of Relyea when the injury was sustained, the higher Court held the injured person not entitled to a judgment against Relyea, stating the following important law:

"It appears to me to be quite clear, that if it be conceded that the driver was merely employed by the defendant [Relyea] for the service specified in his engagement . . . such employment alone would not make the driver the servant of the defendant. The mere hiring of a person is not always sufficient to create

Next Month

MR. PARKER will discuss in the April issue the subject "when transferring merchandise without consent of owner increases warehouseman's liability."

Few storage executives, he points out, "realize the increased liability for loss or damage to stored goods which are removed from one location to another without obtaining consent of the owner of the merchandise."

Leading Court cases are considered in relation to liability, insurance, notification, contracts, inherent nature of goods, gratuitous bailee, etc.

the relation of master and servant. There must be, besides the hiring, some degree of actual control over the person hired, and some right to direct him from time to time as the master may see fit; for the responsibility of the master begins and ends with his control over and his right to direct his servant; and, therefore, the master is held to a reasonable care and discretion in the choice of a servant. . . . By the con-

tract, the driver was left in the free and independent use of his own judgment, means and skill in the execution of it, and the only power the defendant [Relyea] could exert was merely such as one party may always exercise, without incurring the danger of expressly or impliedly establishing a different relation than that of simply contracting parties. . . ."

If, however, a warehouseman, instead of using his own motor truck for transporting goods, hires another vehicle and its driver and assumes authority over the driver, the former is personally liable to the same extent and degree for an injury as where he owns the truck. Also, the warehouseman is liable if he authorizes an employee to control the movements of the driver of the borrowed vehicle.

For example, in the recent case of *Pease v. Garden*, 150 N. E. 41, it was disclosed that an owner of a vehicle rented it with its driver to a person who assumed control of the chauffeur. During the trip an accident occurred. The injured person filed suit against the owner of the motor vehicle. However, the Court held the owner not liable, because the hirer had fully authority over the driver.

In still another case (113 Me. 264) it was disclosed that the owner of a motor vehicle loaned it and its driver to an

individual with the understanding that a trip was to be made to carry a certain load to a predetermined destination. In this instance the borrower had no control over the driver, and the latter was instructed by the owner of the vehicle to make the trip and return without deviation or doing more or less than was originally agreed between the owner and the borrower. During the trip an accident occurred. This Court held the owner of the motor truck liable because the driver acted solely from orders issued by the owner of the vehicle.

Also, in the leading case of *Brawnner v. Hopper*, 135 Atl. 420, it was shown that the owner of a motor vehicle had been in the habit of loaning it with its driver to a friend. On a trip the driver negligently drove the vehicle in collision with a passenger car, seriously injuring its occupant. Because the driver was not under the direction of the borrower when the accident occurred, the Court held the owner liable and quoted:

"To relieve the master from liability for the act of a servant loaned to another, it is necessary that it should appear from direct testimony, or as a necessary inference from the circumstances of the transaction, that the servant was during the period of the loan under the control of the borrower and not under the control of the master."

Another interesting case is *Winter v. North*, 135 Atl. 473. Here the owner of a motor vehicle loaned it with its driver to a friend for a day. The borrower sent his own employee to direct the driver where to go and what to do. During the day the driver negligently collided with another automobile, seriously injuring its occupants, who sued the borrower for damages. The latter attempted to avoid liability on the contention that he did not own the injury-inflicting vehicle. However, as it was shown that the borrower's employee controlled the movements of the driver, the higher Court held the borrower liable.

Warehouseman Not Liable for Injury

SOMETIMES the litigation involves an accident which happens when a warehouseman loans or hires a motor truck to a patron who loans or hires it to another person. Generally speaking, the warehouseman is not liable for any injuries effected by the last mentioned borrower unless the former authorized his patron to rehire or rel oan it.

For example, in the case of *Owen v. Gruntz*, 214 N. Y. S. 543, it was disclosed that the owner of a motor vehicle loaned it to another who, without authority of the owner, loaned it to another person. While the machine was being driven by the latter borrower a collision occurred. The Court held the owner of the borrowed vehicle not liable and explained the law as follows:

"The vehicle has been loaned temporarily, but no authority had been given to rel oan it, or to permit another to use it. . . . Plaintiff [owner] could not be held liable for the negligence unless it appeared that at the time of the accident and damage Willover [second borrower] was engaged in the business of the

owner, or that he was legally using or operating the vehicle with the permission, express or implied, of the owner."

When Warehouseman Is Employee of Customer

ANOTHER source of common litigation arises when the owner of motor trucks accepts a contract to transport merchandise for another and the driver employed by the owner effects an injury. Generally speaking, if the relation between the warehouseman and his customer is that of master and servant, the customer is liable for any injury effected by the driver.

In *Steele v. C. G. Meaker Co.*, 227 N. Y. S. 644, a motor truck company, which was organized to transport goods for various firms, was held to be a legal employee of one of the firms for which it transported goods, thus resulting in the customer being liable for an injury inflicted by the truck.

In this case a pedestrian filed suit against the customer for injuries inflicted on him as a result of negligence on the part of the driver of the hired motor truck. It was shown that while the pedestrian was walking between two parked cars, before crossing the street, the driver guided the truck so close to the parked cars that the pedestrian was struck and severely injured. This Court held the customer liable, saying:

"The company [customer] whose work the driver was doing should be responsible under these circumstances for his acts. . . . This is not a case of an independent legal corporate entity, acting as a common carrier, transporting goods, or even one doing work only for that company, but an agency of the company, so related to it and entwined with it as to constitute its servant in the conduction of its business."

Therefore, an important point of the established law is that, irrespective of whether an injury is caused by a motor truck borrower, hirer or owner, that person is responsible who controls the driver, although another person directs the driver where to go or the route to take, if the driver retains authority in the care and management of the vehicle.

For illustration, in the leading case of *Antonelly v. Adams*, 221 N. W. 716, it was disclosed that a transfer company owned several motor vehicles, but because of increased business it hired three other vehicles and their drivers from a man named Adams. These vehicles hauled for customers of the transfer company.

A person who was injured by one of Adams' drivers sued Adams for damages, and proved that neither the customer, for whom the hauling was being done, nor the transfer company exercised any control over Adams' drivers. Therefore, the Court held Adams liable and in effect stated unusually important law on this subject, as follows:

"Where the owner furnishes a vehicle and driver to another for hire, and the driver is placed under the exclusive control of the hirer [transfer company], the latter and not the owner [Adams] is liable for injuries resulting from the

negligence of the driver. . . . In the so-called carriage cases, it is settled by a long line of decisions that, although the owner [Adams] lets a vehicle and driver to another for hire, and gives the hirer [transfer company] the right to direct the driver when and where to go, whom to haul, and what routes to take, yet the driver remains the servant of the owner in the matter of the care and management of the . . . vehicle, and that the owner and not the hirer [transfer company] is responsible for the negligence of the driver in the management of them."

Warehouseman's Consent Implied

OCCASIONALLY the outcome of a litigation involving an injury caused by a motor truck depends on whether the evidence justifies the Court in implying that the party being sued had proper authority in the management of the driver who caused the injury.

For instance, in the recent case of *McCarter v. Burger*, 10 S. W. (2d) 348, it was disclosed that a motor truck owner often permitted his son-in-law to use his vehicle to deliver to customers various articles of merchandise. Also, he customarily permitted the son-in-law to use the vehicle for his own pleasure.

One day the son-in-law was using the automobile for his own purposes and, while doing so, negligently collided with another car, inflicting injuries to its occupant.

The injured person sued the owner of the truck, who attempted to avoid liability by proving that he had not authorized his son-in-law to drive the car on the date the accident occurred. Notwithstanding this plea, the Court promptly held the owner liable, saying:

"In this instance, it is conceded that Takasch was the owner of the automobile, which was driven by his son-in-law, and figured in the collision. Consequently, such fact alone was *prima facie* sufficient to charge Takasch with responsibility for the management of the vehicle."

Testimony Must Convince Jury

THEREFORE, where the circumstances are such that, as in this case, a warehouseman has been accustomed to permit some relative or friend to use his vehicle, the warehouseman is liable for any damages effected, unless clear and convincing proof is offered which will convince a jury that the truck actually was not being used in the warehouseman's business and by his authority when the accident happened.

Obviously, however, a warehouseman is not liable in damages for an injury effected by his driver if the testimony shows that the truck was being operated without the warehouseman's authority when the accident occurred.

For example, in the recent case of *Gousse v. Loine*, 183 Pac. 295, it was disclosed that a motor truck driver, while driving the truck from his employer's place of business to the garage, deviated two and one-half miles to attend to his personal business. While making the unauthorized deviation the truck struck

and injured a pedestrian. The injured person sued the motor truck owner for damages, but the Court held the owner not liable and explained that where an injury is effected by the driver of a motor truck who is in the service of the employer, but not acting within the scope of the employment at the time of the accident, the employer is not liable.

However, it is important to note that in the recent case of *Kohlman v. Hyland*, 210 N. W. 643, the Court indicated that a warehouseman is liable for injuries resulting from a collision which occurs while the driver is returning to the shortest route after deviating therefrom to attend to his personal business. In this case the Court explained the law, as follows:

"It has been said, the nature or quality of the deviation is one of 'degree,' and the principle question is whether the departure from the instructions indicates merely disobedience or want of faithful attention to duty, or shows a complete abandonment of the master's business. The rule has been adopted in many American jurisdictions that the master may be held liable for acts of negligence of his servant committed after the personal business of the latter has been concluded, and while he is returning to the place where he departed from the designated course. In such circumstances the acts and conduct of the servant may be deemed to have been within the course of his employment. He who employs a servant and puts under his control an automobile must know, as every one knows, that it is not improbable that he will, on occasion, depart from strict instructions."

And, in *Riley v. Standard Co.*, 231 N. Y. 301, the Court said that a driver who has deviated materially from his duty does not resume the employment until he reaches a point on his route which he necessarily would have passed had he obeyed his orders.

Liability for Injury to Assistants Hired by Driver

IT is well settled that a warehouseman may be liable for injuries effected, under any circumstances, by any person

When you ship goods to fellow warehousemen—use the 1930 Warehouse Directory.

who is given authority by the regular driver to operate the truck in any manner, unless the testimony shows that the warehouseman instructed the driver not to hire assistants.

For illustration, in *Hoolidge v. Duncan*, 199 Mass. 121, it was shown that a by-stander was injured when called upon to assist the driver of a motor truck to load a heavy package. In holding the owner liable the Court explained that the theory of the liability was based on the fact that the driver used the assistance of the by-stander as he would have used a tool or other necessary appliances.

The Court held also that the employee was acting within the implied scope of the employment when he asked the assistance of the by-stander, because the employer should have known that the driver was incapable of lifting the heavy weight without assistance.

On the other hand, it is well settled law that where there is neither express nor implied authority given a driver to employ an assistant, or a subsequent ratification by his employer of such employment, the relation of master and servant between the employer and one so employed by the driver does not exist. (*Thyssen v. Davenport, etc., Co.*, 134 Iowa 749; *Habutozok v. Gr. N. R. Co.*, 55 Minn. 446; 57 N. W. 144).

When Driver Is Incompetent

IT is settled law that a warehouseman ordinarily is not liable for injuries effected by his motor truck driver under circumstances where the latter is not acting within the actual or implied scope of the employment at the time of the accident, as where he takes the truck for his pleasure or business purposes with authority of the owner, or where he disobeys his employer or substantially deviates from the direct route to the place to which he is instructed to go.

On the other hand, if the driver is incompetent the warehouseman may be liable for injuries effected, irrespective of other evidence introduced in his favor.

In the leading case of *Parker v. Wilson*, 60 So. 150, the Court wrote a paragraph especially enlightening on this subject; it reads:

"Automobiles are not to be classed with such highly dangerous agencies as dynamite or savages. . . . Prudently driven, they are safer than the horse-drawn vehicle. But the special training needed for their operation, though simple and easily acquired, as well as the temptation to speed which they constantly present, should impose upon owners a special degree of care in the selection of experienced and judgment drivers for them. No doubt liability will arise where the owner entrusts a machine of such dangerous potentialities to the hands of an inexperienced or incompetent person, whether child or servant. In the case of a mere permissive use, the liability of the owner would rest not alone upon the fact of ownership, but upon the combined negligence of the owner and the driver, negligence of the one in entrusting the machine to an incompetent driver, of the other in its operation."

Therefore, it is quite apparent that although an injury is inflicted under circumstances where usually the owner is not liable, yet liability may exist if it can be proved to the satisfaction of the Court that the chauffeur, borrower, or other driver of the motor vehicle was incompetent to drive a vehicle.

For these reasons warehousemen should exercise a high degree of care in selecting a competent chauffeur. Moreover he must be reasonably certain that a borrower or other person permitted to drive a motor vehicle is an experienced and competent driver.

It is interesting to observe that various higher Courts have held that youth is evidence of incompetency. (90 S. E. 134). An insane person is deemed incompetent to drive an automobile. (73 Colo. 433). Also a person who is known to be an habitual drunkard is incompetent. (206 Pac. 6).

New England's Warehousing Service Is Shown by Department of Commerce Survey

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

SPECIAL service to manufacturers selling direct is rendered by many of the large commercial warehouses in New England, according to a questionnaire survey made by the Department of Commerce in connection with its study of the commercial structure of New England. Commenting on the facts developed, the Department states:

"The types of articles distributed by special services of the warehouses, reported in the order of their importance, are butter, eggs, oil, building materials, stoves, groceries, soaps and cotton textiles. Other items reported are washing machines, radio goods, chemicals, furniture and beverages.

"A typical example of the service per-

formed is cited: The manufacturer has a telephone listed under his name in the warehouse office; all his salesmen in the surrounding territory use the warehouse as a base; and approved credit lists relieve the manufacturer of the time and responsibility necessary for looking up credit standings and serve to hasten shipments to customers of good credit rating. Daily reports of receipts and deliveries are furnished, with the cost of each service indicated. Packages are clearly stenciled and shipping papers are typed; physical inventory is taken and reported each month; and collections are made when authorized.

"More than 50 per cent of the commercial warehouses replying reported the use of pooled-car distribution service, principally for canned goods, groceries,

flour and cereals. An increasing use of this means of distribution was indicated.

"A trucking or cartage service is reported performed in connection with their warehouse service by more than 60 per cent of the warehouses replying. A little over 25 per cent of those replying have their own trucking facilities, the majority depending upon independent trucking service. The average maximum out-of-town haul of all the warehouses replying was slightly over 107 miles."

The Domestic Commerce Division has published the results of its survey of the commercial structure of New England as Part II of the commercial survey of that region. The publication is available through the Superintendent of Documents, Washington, D. C. The price is 95 cents.

This Month's Features in News and Articles

"Allowances" by Railroads

THIS is a problem of vital importance to the warehouse industry and to shippers. The I. C. C. has ruled that the railroads' "allowances" are equivalent to rebates and have ordered them discontinued. From this decision four of Philadelphia's leading storage companies plan to appeal if necessary to the United States Supreme Court. See page 49.

Biloxi Conventions

REPORTS of two constructive meetings of warehousemen will be found intelligently presented—the A. W. A. gathering, page 12; the N. F. W. A. assembly, page 27. Keep pace with our industry's progress by reading these meaty stories.

Developing New Business

THIS month's article by H. A. Haring on this subject suggests to the warehousemen that there are potential profits to be had by acting as brokers for manufactured goods. Turn to page 54.

Forwarding Freight Abroad

CUSTOMS inspection preparations, shrinking of packages, climatic conditions, shipping documents—information regarding these, written especially for sales and traffic managers, is presented by H. A. Haring in article beginning on page 7.

Free Storage

FEDERAL Barge Line "indirect rebates," accorded on sugar and other commodities to attract business to the waterways, are the subject of a protest which the warehouse industry is sending to President Hoover and Congress. This Government practice affects storage firms in many parts of the country. Turn to page 18.

Furniture Storage Experiences

E G O N A. SCHILLING, formerly vice-president of the Wisconsin Storage Co., Milwaukee, has written a series of articles based on his intimate contact with household goods warehousing. The first text—telling how to cut down shortage claims through a tagging system—will be found on page 48.

Gasoline Taxes

UP 47 per cent in 1929 as compared with 1928! And multiplied ninety-six times since 1921! See page 74.

Highway Law

THE legal rights of motor truck owners—and their liabilities—are discussed by Leo T. Parker. Court decisions are quoted to substantiate the points emphasized. Turn to page 42.

Motor Freight

IN Texas leading warehouse executives are cooperating to forestall competition by "outside" interests. Determined to block encroachment on their established storage, pool car distribution and local cartage business, they have organized the United Motor Lines, Inc., which is already functioning. A trend of the times! Story begins on page 22.

National Advertising

FOR the first time in warehousing's history the industry's story of service and economy is being told through the medium of bought-and-paid-for space in class and industrial magazines which circulate specifically among business executives. For the background of this \$96,000 three-year campaign, conducted by D. S. Adams and Donald D. Davis and participated in by nearly 200 A. W. A. member companies, turn to page 15.

Occupancy and Tonnage

THE Government may decide to compile monthly statistics hereafter by marketing centers instead of by States as at present; see page 16. Meanwhile the Department of Commerce figures for October, November and December will be found on page 41.

Packing for Export

THE warehouseman is the logical one to do expertly the job of preparing manufacturers' shipments going abroad, H. A. Haring says on page 8. The warehouseman is "mentally fitted for the two great problems of packing for ocean shipment: safety and compactness."

Policing the Industry

MORE than ninety leading lines of business, including cold storage warehousing, now have trade practice codes which have been approved by the Federal Trade Commission. The merchandise and household goods branches of our own industry are taking the initiative along the same line. See pages 18 and 34.

Resiliency

JULIUS H. BARNES sees business on the up-grade, with wages being sustained and unemployment less, as results of the efforts of the President's National Business Survey Conference. Turn to page 23.

"Straight Line Distribution"

HERE is something new for manufacturers engaged in the export business—a service which, inaugurated by Bush Terminal, provides American producers with storage, commercial and financial facilities abroad. Authoritative story begins on page 24.

Truck Regulation

IOWA, according to a member of that State's Railroad Commission, was the pioneer in supervising motor vehicle operation; how the statute works in that State is explained on page 58. In Ohio the State Supreme Court has ruled that a railroad's trucking is subject to Commission control; turn to page 59.

With the Associations

KNOWLEDGE of news and views of the leaders of the industry's trade organizations is important to the storage executive who would build his business on a solid foundation. See pages 61-68 for information of activities in California, Colorado, Maryland, Michigan, New Jersey, New York, Ohio, Oregon, Pennsylvania and elsewhere.

A Comparative Study of Motor Truck Rates

By FREDERICK J. PRIOR*

BY motor trucking rates is meant the rates charged for carrying less than carload lots of freight. Before entering into a very brief discussion of this subject it may be well to look back a little. In the earlier days—and now in some sections—motor trucking was loosely organized, keenly competitive, and operated largely on a contract basis at rates subject to fluctuations. Then any kind of a wagon-box or other body which would carry a load of freight was pressed into service. A little later trucks were purchased on time by persons who were more or less irresponsible. Then rates wars were started in desperate efforts to get cash to meet maturing payments. The inevitable results were many failures and the loss of thousands of dollars by shippers who had entrusted their goods to irresponsible carriers. Now, however, responsible firms provide special equipment and ample storage facilities for the shipper's needs.

In the days when responsible motor truck owners and operators were trying hard to gain a footing, rail carriers

were manifestly jealous. They were even accused of placing obstacles in their way. But that has changed now, and some prominent railway executives have gone on record to the effect that the short haul, less than carload haulage, is too expensive for them to handle, and that really it properly belongs to the motor truck division of transportation.

That this must be the case can easily be seen when it is considered how, ordinarily, this class of traffic is handled by the rail carriers. First, it is loaded on the shipper's dray and hauled to the freight house; second, it is unloaded into the freight house; third, it is picked up in the freight house and loaded into a freight car; fourth, it generally is transported to a transfer point and unloaded; fifth, it is again loaded into another freight car; sixth, it is unloaded into the freight house at destination; seventh, it is loaded onto the consignee's dray; and, eighth, finally it is unloaded into the consignee's warehouse or place of business.

IT should be remembered that motor truck operations may be grouped into three classes as follows:

1. The few so-called common carrier truck operators—termed regular operators—who operate on regular schedules, over regular routes between fixed termini and who hold themselves ready to furnish transportation for all kinds of freight on published tariffs.

2. A much larger and more important group is included in the so-called contract carriers, and which really dominates both intrastate and interstate motor truck operations.

3. The so-called owner-operator; however, the most distinctive representative of this class is the manufacturing or distributing concern which owns and operates its own fleet of trucks.

Still another class of motor truck service is rendered by certain rail carriers who short-haul package freight between points on their lines on motor trucks instead of on local freight trains. However, railroads operating motor trucks are closely watching their costs, as the cost of operation and the rates charged for haulage of this class of freight are very closely related.

Inasmuch as operating costs and the rates charged for transporting freight by motor truck bear such a close relation to each other, it naturally follows that motor truck transportation carriers will give more and more attention to standardizing their costs. Experience shows, however, that motor truck operators in so-called competition with rail carriers

have found it difficult to standardize their operating costs. So many factors influence the cost of operating; for instance, the weight of the loads, condition of roads, number of grades, skill of drivers, and the extent of care bestowed upon the maintenance of trucks. These factors, and some others not mentioned, affect the ultimate cost of operation.

Most rates of motor truck transportation companies operating over regular routes follow quite closely the rates of the rail carriers with the exception that the lower classes, upon which the carload business of the steam carriers move, are either not used or are made to correspond with the fourth class rate. Furthermore, commodity rates are named to cover the transportation of certain articles. But in general, the work of classifying commodities into tariffs is far from completed.

When freight is received and delivered at terminals the rate usually applies from terminal to terminal. In the event of a pick-up and delivery service an additional charge is made which sometimes is named in the tariff, at other times is charged as separate services. The kinds of rates published vary in different sections of the country; in those sections where the industry has most developed, motor truck carriers publish joint rates with each other. In some instances joint rates are published by them with the steam roads, electric lines, and the water carriers.

In those States where motor transportation regulatory enactments are in effect, the rules and regulations bear a marked similarity. For example, the tariff schedules naming rates and

charges must be held open for inspection. There are requirements regarding filing, with the Commission, insurance policies or enough bonds to protect shippers against loss. The printing and filing of tariffs have to do with the following general rules:

- (a) Size.
 - (b) Whether tariff shall be printed or typewritten.
 - (c) Shall contain definite rules and regulations.
 - (d) Shall bear consecutive Commission number.
 - (e) Can only be changed by cancellation and re-issue or by supplement. If by supplement, tariff must contain notation as to number of supplements which may be in effect at any one time.
 - (f) Name of issuing carrier.
 - (g) Names of individual or individuals if not a corporation but operating under a trade name.
 - (h) Date issued and date effective.
 - (i) Name, title and address of issuing official.
 - (j) Index of commodities.
 - (k) If publishing class rates, must contain classification or if classification is published in separate tariff, must show reference, on title page, to such publication.
 - (l) Alphabetical list of points from and to which rates are named.
 - (m) Explanation of abbreviations and reference marks.
 - (n) Rates must be explicitly stated in cents or in dollars and cents per 100 lb., or ton of 2000 lb., or per package.
- There is prohibition of rebates of any portion of charges collected.

(Concluded on page 59)

*A recognized authority on railway rates, Mr. Prior has recently completed this comparative study of motor truck rates.

READY NOW—a 3-ton 6-Cylinder Speed Truck with 5 Forward Speeds



Here is the new 3-ton 6-cylinder International Speed Truck—Model A-5—now on view at all of the 159 Company-owned International Branches in the United States.

Sponsored by twenty-six years of automotive achievement, this latest member of the International line of trucks is definitely designed to provide the widest range of modern hauling service ever embodied in one truck.

The chassis itself, ready alike for high-speed transport and for the severe punishment of dump truck service, is being hailed as an outstanding advancement in automotive engineer-

Brief Specifications of Model A-5

Wheelbase: 156, 170, 190 or 210 inches.

Engine: International design and manufacture; 6-cylinder, valve-in-head 7-bearing crankshaft, 7-bearing cam-shaft, removable cylinders; 3-point mounting with rubber-cushioned rear supports; pressure lubrication.

Clutch: Single plate, with built-in vibration damper.

Transmission: 5 speeds forward, 1 reverse, direct in high; one control lever.

Final Drive: Spiral bevel gear type.

Frame: Pressed-steel channel type, with deep middle section.

Springs: Semi-elliptic, front and rear. Auxiliary springs, quarter-elliptic.

Tires: 34 x 7 front, 34 x 7 dual rear, pneumatic, mounted on all-steel spoke-type wheels.

Brakes: Service, 4-wheel mechanical, internal expanding. Emergency, internal expanding on rear.

ing. Be sure to read the specifications given at the left.

And Model A-5, as shown in the illustration, is as attractive in appearance as it is powerful in perform-

ance. Trim in silhouette and so obviously in tune with the times, it is a truck of which any owner may be proud.

Favor the new 3-ton International Speed Truck with an exacting examination at the nearest International Branch, then ask for a demonstration of its prowess on your own job. Doing so will not place you under the slightest obligation.

INTERNATIONAL HARVESTER COMPANY

606 S. Michigan Ave.

OF AMERICA
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Chicago, Illinois

INTERNATIONAL TRUCKS

Proper Tagging of Household Goods Will Reduce Claims for Shortage

By EGON A. SCHILLING

OURS was a storage warehouse for household goods, and, while we occasionally stored merchandise also, we did not make a specialty of it. For many years we had a great deal of trouble with claims for loss and shortage on furniture which we stored—losses which should not have occurred. We finally came to the conclusion that our in-check system was at fault.

We had been in the habit of writing in our ledger, at the unloading platform, items just as they came off the vans, and none of them was tagged.

Thus an arm rocker was simply entered "1 arm rocker" and, if in bad order, that was noted. The goods were then set aside in piles, and often they became mixed with others piled nearby. They were taken up to the stalls when we found time, and on releasing them we often found items short. These may have been in some other stall, as few were stolen by the helpers. However, it would have been utterly impossible to find them among other stored goods. Even had we taken all the lots apart, we could not have been able to identify certain items which belonged to someone else.

We had to pay for the missing articles and this cut into our profits. Some years this loss went into the hundreds of dollars, and we did not like it at all. Some method had to be found to overcome placing goods belonging to one party in the stall of another. One lot might remain in the warehouse only two or three months, while another, which may have contained an article missing in the first lot on checking out, might have stayed in the warehouse for ten years.

Colored Tags

We finally hit upon the plan of using different colored cardboard tags, each about one inch by three inches in size, with a thin wire, doubled, through the hole at the end. These tags were attached to the articles as they came off the vans. Thus, in the case of an arm rocker, the checker would enter in his book, beginning at No. 1, and so down, until each item had a number,

1. 1 arm rocker.
2. 1 smoking stand, marred.
3. 1 kitchen table, drop leaf.
4. 1 chiffonier.

THERE are many household goods warehousemen, the author of the accompanying text comments, "who are still checking furniture in without tagging each item," and—

"This article will show them how to cut down their losses."

Mr. Schilling is a warehouseman turned author. He is engaging successfully in the field of literature. Formerly vice-president of the Wisconsin Storage Co., Milwaukee, he is writing extensively on warehouse topics. His accompanying article is the first of a series written specially for *Distribution and Warehousing*. The second will appear in an early issue.

and at the end the entry he would show what color tag was used, 25, "Copley Lot, yellow tag."

As the checker made his entry, he would at the same time number the tags which would be attached to the articles. Thus the yellow tag, numbered 1, would be on the arm rocker, and 2 on the smoking stand. The check book would correspond with the tags on the furniture and, on checking out, the loader would call off the numbers and the checker-out would easily find them in his record.

Thus if two lots were placed beside each other on the platform, they could not become mixed except through carelessness, and even then it was simple to discover a yellow-tagged item in the lot which was tagged with red tags.

Each lot as it came in was given a different colored tag. There were ten or twelve colors and it was easy to change off. Some days, perhaps, ten lots came in, and each one was tagged differently.

The system worked.

In tagging, the wire ends of the tags came in handy. They were about six inches in length, and could easily be twisted around a table leg or rocker arm. Several turns were made in the wire to obviate their becoming loose.

However, there were several pieces of furniture which could not be thus tagged by using the wires. A thick pedestal, let us say, had no place where the wire could be fastened. For that purpose we had a clip punch, something on the order of paper fasteners. The clips were fed into one end of the little machine and a blow on the handle would drive the clip through the tag and into the wood. In the case of the pedestal, we would turn this over and fasten the tag on the bottom of it, where no damage would result. There were several other items made of wood that could be tagged in the same manner.

When we came to marble, however, we were stumped for a few minutes. This could not be punched with a clip fastener. We solved the problem by taking a string, of good quality, and running it through the tag hole and then tying it around the article. This worked well.

In a period covering about five years we found this colored tag system to be A1. Few tags came off, and none would have become loose if they had been properly fastened in the first place. If a tag was found on the floor of the warehouse, and it was numbered, it was a simple matter to look up in the records to determine as to which lot it belonged. The tag was then taken into the office and fastened to the page in the in-check book containing that lot. On checking out, one item had to have no tag, and that would of course correspond with the record.

Losses Dropped

The only trouble we experienced with the system was that sometimes the checker, on entering the lot in the first place, would use a soft pencil, and his numbers on the tags became obliterated as time went on. We overcame this by using very hard pencils and insisting that the checker bear down on them when writing the numbers on the tags. Even if they became dust-covered in time, the numbers could still be read.

Our losses, after the system was installed, took a sudden drop. Fewer and fewer claims were made for missing articles. The system was a success!

These tags were of good quality material. They were so constructed that the wires could not tear out of the ends,

a metal ring preventing this. The paper of which they were made was not rough, but smooth and shiny, and bore pencil marks for years without losing their identity.

At the moment we have forgotten just exactly what the tags cost us, but the amount was not large. On a lot containing fifty or sixty separate items, the cost to us, if we remember correctly, was about ten or twelve cents. On lots of 100 pieces, the cost was correspondingly higher.

We had quite a bit of trouble, at first, finding the right kind of a tag to do the work, but finally wrote to one of the large manufacturers and he made them up for us in 1000-lots. The wires had to be longer than those on stock tags, some of which did not have all the colors we needed and few of which had the brass ring to prevent the wires pulling out.

In the warehouse stalls these wires did not rust and were in as good condition on taking out as when they went in.

The tags, if they were bent or crushed, did not tear, as they were made of strong material.

All in all, it was the best method, in twenty years in the warehouse business, of tagging furniture and cutting down losses resulting from mixing the goods of one lot with those of another, one lot of which might have been placed on the second floor and remained there for ten years or longer and the other lot placed on the fourth floor, only to be taken out in a month or two.

Philadelphia Warehouses May Appeal to United States Supreme Court the I. C. C. Ruling on Railroads' "Allowances" Practice

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Bldg.

THE sweeping action taken by the Interstate Commerce Commission on Jan. 10 requiring three powerful trunk lines to discontinue, effective Feb. 10, their long-established practice of making certain allowances to Philadelphia contract warehouses in connection with the loading and unloading of package freight in that city, will be fought by the warehouses through the Courts to the Supreme Court of the United States.

The warehouses, together with representative commercial and business interests of Philadelphia, have served notice on the Commission that they propose to seek an injunction against the order in the District Court for the Eastern District of Pennsylvania, and they asked for a postponement of the effective date of the order to afford time to place the matter before the Court.

The assailed allowances, which the Commission declared were "nothing more than a device to attempt to lend legality to the payment of rebates to the contract warehouses," were objected to by complaint of James Gallagher, Walter A. Bailey and Rex & Company of Philadelphia against the Pennsylvania, Baltimore & Ohio and Reading railroads.

The Commission decided that the practice of the carriers in making these allowances to certain contract warehouses, while not according similar allowances to the complainants, was unjustly discriminatory and unduly prejudicial, and the Commission required the carriers to cease and desist from the practices complained of and to cancel their tariff provisions which made the warehouses a part of their respective station facilities.

The contract warehouses involved are the Merchants' Warehouse Company; Pennsylvania Warehousing & Cold Storage Company; Philadelphia Warehousing & Cold Storage Company, and the Quaker City Cold Storage Company, all of Philadelphia.

The Pennsylvania Warehousing & Cold Storage Company declared in its brief that the Commission's order requires the discontinuance of an arrangement between the company and the Bal-

timore & Ohio which had been in effect for over thirty years.

"Your petitioner," said the brief, "has in preparation and intends promptly to file with the District Court for the Eastern District of Pennsylvania its petition asking the Court to enjoin the aforesaid order of the Commission.

"Your petitioner will ask said Court for a permanent injunction, and also for a temporary stay of suspension of said order."

Postponement of the effective date of the order was asked to "such time as to the Commission may appear reasonable, in order to give your petitioner an opportunity to present its petition" to the Court.

A joint petition, filed by the Commercial Exchange of Philadelphia, Grocers' and Importers' Exchange of Philadelphia, Philadelphia Board of Trade, Philadelphia Bourse, and the Association of Manufacturers' Representatives, Inc., declared, in part:

"Petitioners are organizations of merchants who are interested in and concerned with the problems of transportation and warehousing of goods in Philadelphia. Among them they represent substantially all of the organized merchants of the Philadelphia commercial community.

"The arrangements which the Commission's order in this case prohibits have been in effect for some forty years. Petitioners intervened before the Commission to preserve these arrangements. As pointed out by the Commission in its opinion, the allowances of one railroad to one warehouse company for one year amounted to approximately \$200,000. If the tariffs are cancelled, the unloading charge of fifty cents a ton now defrayed by the railroad company will be assessed against the merchants by the warehouse company, and will be an increase in the burden of the Philadelphia commercial community by that amount."

It was emphasized that if the Commission's order was not suspended during pendency, in the Courts, of the warehouse petitions, the merchants of Philadelphia would have to pay the additional charges during that time.

"If, at the end of the litigation in

the Courts," said the petition, "the Courts determine that the Commission was without power to make the order which was made in this case, your petitioners will have paid large sums which they will be entirely unable to recover.

"As a commercial matter, it is not practicable for your petitioners to enter into arrangements with the warehouse companies, with their principals, with the persons from whom they buy goods providing for a refund of the charges in the event that the Courts hold the order is beyond the jurisdiction of the Commission. It is, therefore, necessary, if the channels of commerce are to flow smoothly and without interruption, and if equity is to be done to all the parties, that the effective date of the order be postponed until such time as the Courts have determined the controversy."

The Commission, in its decision, characterized the "allowances" as "rebates," and stated that it was apparent that the "unjust discrimination and undue prejudice can lawfully be corrected only by terminating the allowances."

The complainant warehouses urged, during hearings in the case that the allowances assailed were, in fact, rebates given for the purpose of buying freight traffic controlled by the contract warehouses and causing it to be transported over the defendant carriers' lines.

It was emphasized that the facilities of the contract warehouses were not railroad freight stations, or used by the public as such, and that the contract warehouses were the actual shippers of the freight handled by them. "The contract warehouses do not perform any task for the defendants that entitle them to receive allowances," it was charged.

The Commission upheld these contentions in its decision.

—Michael M. McNamee.

T. F. Cathcart, Sr., Hurt

T. F. Cathcart, Sr., president of the Cathcart Van & Storage Co., Inc., Atlanta, was injured recently when he struck his head on a steel door while stepping from the loading platform into the warehouse. He was removed to a hospital and eight stitches were required to close the gash in his head.

FROM THE LEGAL VIEWPOINT

By Leo T. Parker

Motor Truck Owner Not Liable

CONTRARY to the opinion of the majority of persons the owner of a motor truck left standing without lights on the highway is not always liable in damages for injuries sustained by the occupants of another vehicle which collides with it. This is particularly true if the driver of the colliding vehicle should, by the application of ordinary care, have observed the unlighted truck in sufficient time to stop his machine and avoid the collision.

For illustration, in *Inter-State Motor Freight Co. v. Johnson*, 168 N. E. 143, it was disclosed that the driver of a disabled motor truck, owned by a transportation company, left it standing on the highway without lights. The driver of a passenger car collided with the truck and sued the freight transportation company for damages. However, as it was shown that the road was paved with concrete and that the pavement was dry, that the passenger car's headlights were burning, that the injured driver could see ahead of him "around 200 feet," the Court held the trucking company not liable, saying:

"The testimony of the plaintiff [injured driver] shows that he saw the truck with which he collided at least 200 feet ahead of him, and that, although he did not realize what it was until 40 or 50 feet therefrom, he did know during all of the time of his approach thereto that there was an object ahead directly in his path of travel, and that whatever it was he would collide therewith unless he so drove his automobile as to be able to stop or to change his course in time to avoid it."

When Bailee Is Liable for Damage to Automobile

A BAILEE is any firm or person who accepts merchandise for storage, repairs or performance of any kind of work. Generally speaking, he is required by the law to exercise ordinary care to protect the goods from damage or loss. Moreover he is liable under the law of conversion if the merchandise is injured or lost when it is in the care of another and placed there without the expressed or implied consent of the owner.

The case of *Rourke v. Automobile Company*, 167 N. E. 231, decided during the past few months, contains unusually valuable information on this subject.

The facts of this case are that the owner of an automobile left it for repairs. The garage owner sent it to another place to be repaired and did not obtain the owner's consent. While it was

there the building burned. The owner sued the bailee, contending that he was negligent in sending the car to another shop not equipped with efficient fire preventive systems, and also because he had without the consent of the owner sent the machine from his own shop to another location.

It is interesting to observe that the lower Court held the bailee not liable but that the higher Court reversed this verdict on the ground that the bailee may be liable under the law of conversion because the owner of the car testified he did not know that the bailee intended to send it to another shop.

When Chattel Is Part of Building

THE law is well established that where a chattel is moved upon real property after the execution of a mortgage against the real property and the chattel is not mentioned in the mortgage, such chattel is not subject to lien on the property

contains a chattel mortgage on the article providing a mortgage or other lien is filed on the real property.

For example, in *Electric Shop v. Corey-Scheffel Co.*, 13 S. W. (2d) 1009, it was disclosed that the owner of a building attached a stove which was mortgaged. Later he mortgaged the house.

Soon afterward a mechanic's lien was filed against the building and litigation developed as to whether the holder of the chattel mortgage on the stove was entitled to remove it from the building to secure the unpaid purchase price.

It is interesting to observe that the Court held the seller entitled to remove the stove because articles of this kind are not legal fixtures.

When Railroad Is Liable as Warehouseman

IT is well known that a railroad company ordinarily is liable as an insurer against loss of or damage to shipped merchandise, except where the damage results from act of God, fault of the shipper, inherent quality of the goods, or a public enemy of the United States. On the other hand, a warehouseman, or any other person who stores goods for pay, never is liable for loss or damage to stored goods unless such loss results from lack of ordinary care.

Therefore it is important to know that the liability of a railroad or express company is automatically reduced to that of ordinary care, where the loss occurs after the owner of shipped goods fails to accept delivery within the time specified on the bill of lading, usually forty-eight hours.

For instance, in *Bonura & Co. v. New Orleans & N. E. R. Co.*, 123 So. 149, it was disclosed that a consignee failed to accept a shipment within forty-eight hours after receiving notification of its arrival. Soon afterward the shipment was destroyed by fire which did not result from negligence of the railway company. In view of these facts the higher Court held the owner of the merchandise not entitled to recover the full value of the goods, saying:

"If defendant [railroad] is liable at all, it is liable only as a warehouseman, and its liability as such depends upon whether the goods were destroyed by reason of its fault. . . . It does not appear that defendant [railroad] failed in any respect to exercise reasonable caution . . . and, being free from fault, are not responsible for the loss of the shipment."

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unless it is so attached that it cannot be removed without damage to the building.

However, chattels which are annexed to real property prior to the execution of a mortgage are subject to the lien, though not mentioned in the mortgage, if the chattels are essential to the real property. This does not mean that any chattel which may be useful about a house becomes a part of the realty, but means that it must be essential to the enjoyment of the building. That is, it must be a part of it to such an extent that it cannot be removed without damaging the freehold so that its enjoyment will be impaired.

Therefore it is apparent that any personal property placed in a building in such a manner that its removal will damage the structure cannot be removed by a warehouseman or other person who re-

Duty of Warehouseman to Customer in Elevator

IT has been held that a warehouseman owes a high degree of care to protect his customers against injury when riding in a warehouse elevator.

For example, in *McDermed v. Baker*, 20 S. W. (2d) 597, it was disclosed that a customer, whose furniture had been sent to a warehouse to be stored, went there to look after it. The goods were checked on the first floor and then she asked to see where they were to be stored. A warehouse employee took her on an elevator, operated by a colored man, to the fourth floor. When the elevator stopped at the fourth floor the operator raised the upper part of the gate. The lower gate went down, but it had not cleared the floor when the customer proceeded to leave the elevator. Her foot struck the projecting part of the gate and she fell to the concrete floor, sustaining severe injuries.

The higher Court indicated the warehouseman's liability by stating the following important law:

"A person or corporation running an elevator to transport persons or property from one floor of a building to another is just as much a carrier as a person or corporation running a railroad or stage coach. These cases hold, and rightfully, that the law governing railroads and other carriers applies with equal force to the operator of an elevator. . . . And the Court approves the doctrine that the same rule, so far as the present action is concerned, applies to one carrying passengers on a freight elevator . . . the degree of care required of the carrier for a passenger's safety while he is leaving the vehicle is as high as that required while he is in transit."

Degree of Care to Protect Employees Against Injury

ALSO, a warehouseman who fails to exercise ordinary care to equip his elevators with safety devices to protect his employees against injury is liable in damages where this negligence results in an injury.

For instance, in *Fromme v. Long & Co.*, 281 Pac. 120, it was disclosed that a warehouseman failed to equip his elevator with a device that would stop the elevator and automatically lock it upon its reaching the different floors of the building where it was used. An employee was killed when the elevator gate descended upon his head when he attempted to get upon the elevator.

The lower Court held the warehouseman not liable, but the higher Court reversed the verdict, saying:

"Proof of the manner in which a thing is generally done by men engaged in the same occupation and under like circumstances is, when a thing is shown to have been done in that manner, some evidence that the thing was done reasonably and in the exercise of ordinary care, because, in the transaction of their own business, men generally use ordinary care to protect themselves and

their employees from injury. . . . Hence, the law presumes, in the absence of proof to the contrary, that a thing is not done negligently and that an act done in the usual and ordinary manner by people generally is done reasonably and with ordinary care."

Workmen's Compensation Laws Not Waived

IT is well to know that in the majority States employers are not permitted to settle a claim for injuries unless the terms of the settlement conform with the provisions of the workmen's compensation laws.

For illustration, in *Comingore v. Shenandoah Co.*, 226 N. W. 124, it was disclosed that the dependents of a deceased workman, who was killed while performing his regular duties, compromised with his employer for \$4,500. This settlement was approved by the Industrial Commission.

However, in view of the fact that this amount was less than that specified in the compensation laws, the higher Court held the agreement void, stating the following important law:

"In law no contract, rule, regulation, or device whatsoever shall operate to relieve the employer from any liability created by the workmen's compensation act. . . . No employee or beneficiary shall have the power to waive the amount of compensation which may be payable to such employee or beneficiary. . . . The Industrial Commission has power to approve an agreement only when the terms of such agreement conformed to the provisions of the Act."

Distinction Between License Tax and Occupational Tax

IN many instances owners of motor vehicles have incurred considerable expense and lost much time in consequence of the wrong belief that a State law is not valid which provides for an automobile license tax in addition to an occupational tax.

For illustration, in *Andrews*, 18 S. W. (2d) 580, it was disclosed that the Missouri law provides that any person engaged in the business of operating motor vehicles for hire should pay an occupational tax for conducting such business and also purchase a license tag to display on each vehicle.

A warehouseman contested the validity of the law on the ground that payment of both the occupational and license taxes constituted double taxation and, therefore, was invalid. However, the higher Court held the law valid and enforceable, saying:

"It is the duty of the Courts, if possible, to ascertain the meaning of and to give full force and effect to every legislative enactment that is in keeping with the constitutional provisions. . . . When different sections of the statute bear on a subject it is a rule of construction that said sections must be harmonized if possible. . . . And no doubt such rule applies as to different sentences or clauses of the same section

of a statute. . . . Another rule of construction is that effect is to be given to every word, clause, and sentence within a statute."

Liability for Goods Destroyed by Flood

USUALLY a warehouseman is not liable in damages for damaged or destroyed goods unless the testimony proves that he failed to exercise an ordinary degree of diligence. However, any neglect to safeguard the stored goods in face of a warning of impending danger is sufficient to result in the warehouseman's liability.

For instance, in the recent case of *Pine Bluff Warehouse Co. v. Andrews*, 20 S. W. (2d) 633, it was shown that a warehouseman operated two warehouses. One, known as the upper warehouse, was designed for the reception of goods shipped over railroads, and its floors were on a higher level than the lower warehouse.

In April there began what later proved to be a disastrous flood and on April 13 flood warnings were sent out by the United States Weather Bureau. The reports were made for the obvious purpose of communicating the information without delay. The warehouseman failed to remove the goods from the lower floor, and the flood damaged the goods stored thereon. The owners sued to recover the value of the destroyed merchandise. The warehouseman earnestly insisted he was not liable for the reason that the loss was occasioned by an act of God, which could not have been averted by ordinary care and diligence.

However, in view of the facts that warnings of the impending flood had been broadcast, the Court held the warehouseman liable, saying:

"It is apparent that the flood did not come suddenly and unexpectedly. . . . There were repeated warnings, and the question is whether, after such warnings were given as must have apprised appellant that its warehouse was in danger, proper diligence was thereafter used to remove the goods to the upper warehouse, a place of safety."

Evidence Spells Liability for Warehouseman

IT is well to know the kind of evidence which results in liability of a warehouseman for the loss of stored goods caused by fire.

In *Traders' Co. v. Precure*, 282 Pac. 165, the owner of goods sued a warehouseman for the value of the merchandise which was destroyed by fire. The warehouseman attempted to prove he had exercised the legally required ordinary care in safeguarding the goods, and introduced several witnesses, tending to show that a night watchman was employed to stay on duty at the warehouse all night and that the night watchman was required to use a punch clock and make a round every half hour. Also, the testimony explained the distribution of fire hydrants at the warehouse; frequency in sweeping the floor

of the warehouse to avoid accumulation of combustible waste materials; and equipment for extinguishing fire at the warehouse.

The owner of the goods called witnesses whose testimony tended to show that certain witnesses were near the warehouse when it was on fire and did not see the night watchman until several minutes after the discovery of the fire; that the warehouse had no fire hydrants outside or near the building; and that the fire department had been notified of the fire prior to the call of the night watchman.

In view of this testimony the higher Court held the warehouseman liable, and said:

"The uniform warehouse receipts Act defines and fixes the rights and liabilities of the parties and is a full and complete treatise on the subject, and makes no distinction between public and private warehouses or between bonded and unbonded warehouses, but regulates the storage of goods. . . . The warehouseman is made liable for any loss or injury to the goods caused by his failure to exercise such care in regard to them as a reasonably careful owner of similar goods would exercise, but he is not rendered liable, in the absence of an agreement to the contrary, for any loss or injury to the goods which could not have been avoided by the exercise of reasonable care."

When Notes Are Negotiable

IN *First National Bank v. Groves*, 168 N. E. 785, a patron gave to the Eastern States Warehouse & Cold Storage Co. two notes. Each note stated that the maker had deposited in the warehouse as collateral security for the "payment of this or any other liability due or to become due, direct or contingent, now existing, or hereafter arising, the following property, viz.: Eastern States Warehouse & Cold Storage Company's Warehouse receipt No. — for — tubs butter." Each note contained an agreement of the maker "to deliver to the warehouseman additional securities, should the market value of the securities suffer any decline." The patron failed to store the goods and the warehouseman proceeded to negotiate the notes.

Litigation developed over the legal point as to whether the notes were negotiable, and in holding in the affirmative the Court said:

"The notes with the collateral agreements attached . . . amounts of money promised to be paid, and property described in the warehouse receipts, are . . . therefore, negotiable instruments."

Employer Liable for Contract Made by Employee

GENERALLY speaking, a warehouseman who accepts the profits from agreements made by his employee is bound to fulfill the terms of the contract. Therefore, although an employee is not authorized to make valid contracts, the

warehouseman is liable on the agreement if he fails promptly to notify the other party that he rescinds the contract.

For example, in *Lakeside v. Duvall*, 19 S. W. (2d) 1107, a company's employee orally promised to pay a motor truck owner for hauling merchandise. After the owner of the truck had hauled considerable of the material the company's officers refused to permit him to continue to haul. The owner of the truck filed suit to recover damages and the profits lost.

During the trial the president of the company testified that the employee had no authority to make a valid contract for hauling goods, and that all such contracts were made in writing and approved by the officers.

However, as the company was benefitted by the hauling, the Court held the owner of the truck entitled to a judgment for payment and stated the following important law:

"Apparent authority in an agent is such authority as the principal knowingly permits the agent to assume, or which he holds the agent out as possessing; such authority as he appears to have by reason of the actual authority which he has; such authority as a reasonably prudent man, using diligence and discretion. . . . One dealing with an admitted agent has the right to presume that he is a general agent clothed with authority coextensive with its apparent scope, and that an agent acting within the apparent scope of his authority, though in violation of specific instructions, may bind his principal in dealing with one who has no notice of the restrictions upon the agent's authority."

This is an important case because it shows that an employer is not liable for the unauthorized acts of his agent, unless he has knowledge of all material facts relating to the contract. However, where the employer is benefitted he is deemed to have knowledge of the transaction, providing the circumstances indicate that he knew or should have known of the contract made by his employee.

Missing Rugs

LEGAL EDITOR, *Distribution and Warehousing*: In July, 1929, we purchased a certain warehouse in this city. At the time we took over there were some 94 lots of goods in storage. We also purchased the accounts receivable of our predecessor and wrote all of the parties who had goods in storage that we had purchased the warehouse business, and we continued to bill them from month to month for storage.

When we removed some furniture from storage the items we delivered to the owner checked with the items on the owner's warehouse receipt. After we had delivered the furniture and placed it in the owner's house he claimed that there were seven rugs which he had placed in storage which were not among the goods delivered.

Now the owner states that he intends to bring suit for the value of the rugs

either against us or our predecessor. Can you tell us if we are liable for the value of the rugs? Is our predecessor liable? Does the owner have any recourse in the matter?—*Whalen Transfer & Storage Co.*

Answer: I take pleasure to inform you that it is my opinion that neither you nor your predecessor is liable for the seven rugs, if the items which you delivered positively checked with the items listed on the warehouse receipt. On the other hand, if the items were not listed in detail, but only the number of packages were listed with regard to the contents, and the rugs were in packages and not listed separately, then a different situation arises. Under the latter circumstance the owner may prove that the packages listed contained the rugs when they were accepted for storage and that the rugs were missing when the goods were delivered to him. If this is true you are liable to the owner, but in turn you may recover from your predecessor, who was the initial warehouseman, unless he proves that the rugs were in the packages when he turned the same over to you.

Some Definitions

LEGAL EDITOR, *Distribution and Warehousing*: What is the difference between a conditional sale, a chattel mortgage, and a lien?—*Reeves Storage Co.*

Answer: The distinction between a sale and a mortgage is that the former is a transfer of the absolute title for a price, whereas a mortgage is a conveyance of property as security for the payment of a debt or the performance of some other obligation.

Whether a transaction is a sale or a mortgage depends on the intention of the parties when the contract was made. If the goods are used as security for a debt, it is a mortgage; otherwise a sale.

A lien is a legal right in property for services rendered on such property. No lien may be obtained on property for services rendered on other property. A lien is in effect a mortgage so long as the property remains in the control of the person holding the lien.

Indiana Companies Merge

The White Transfer Co., one of the oldest concerns of its kind in Brazil, Ind., passed out of existence on Jan. 2 when it was purchased by James Cherry of the Cherry Transfer Co. and was merged with the Cherry interests. Mr. Cherry has closed his offices at 219 West National Avenue and is conducting the enlarged business from 106 North Meridian Street, which is the address of the old White firm.

Schauler Firm Will Build

The Schauler Storage & Van Co., Chicago, has purchased ground 50 by 108 ft. on Western Avenue near Howard and is planning to build a household goods depository to serve the Evanston and Rogers Park sections.

The Family Album Presents a Sketch of D. S. Adams

(Continued from page 38)

in the province of Szechuen. With more than 60,000,000 people in the province there was not a single railroad or highway, and everything was carried on bamboo poles, while the trip into the interior had to be made up the Yangste River, against treacherous rapids and shut in by the towering walls of the river canyon. Mr. Adams said this experience taught him patience if nothing else, for often their boat would be caught by the rapids and carried back further than they had gone in the whole day, and a good day's journey often amounted to less than ten miles.

The work in Szechuen was cut short by the World War, and in 1915 Mr. Adams went on around the world, visiting Singapore, Egypt and Europe. He came back to the United States and to Kansas City to spend a year in the warehouse business before he returned to Europe as a captain of engineers. He went into the service shortly after the United States entered the war, and was among the first to go across, sailing just two months to a day after General Pershing went. That was in July, 1917. In July of 1919 Mr. Adams returned with the rank of lieutenant-colonel.

And when he came back to Kansas City this time it was to stay, as general manager of the Adams company. Today the firm has perhaps the largest transfer business in the city, and in the past ten years its storage business has greatly expanded. It operates 40 trucks and still has more than 75 horses on the streets.

The horses are a source of pride to the Adams organization. It has always specialized in blooded stock and although it buys no horses just for "show," it has a number of prize winners in the stables. "Nash," one of the Geldings, won the blue ribbon at the American Royal in the heavy draft horse class, and the Adams horses have won first place in the pulling contest at the show on two occasions.

How an engineer becomes a warehouseman has been demonstrated in an interesting way in the case of Mr. Adams. Although he enjoyed his profession he found that in a profession there is lacking the business contact which comes with participation in actual business life. Yet there is much in the training of an engineer which can be adapted profitably to business. Mr. Adams feels that army experience has a certain value in business, particularly in the way of organization.

Mr. Adams' outside interests are varied. He has retained his contact with the army and is in command of the 362nd engineers, a unit in the reserve corps. Each summer he goes to camp with his unit and enjoys the routine of army camp life for two weeks. Another of his hobbies is politics. In a recent city election he managed the mayor's campaign, and although there was a general Democratic victory, Mr. Adams'

candidate, a Republican, was elected. He was a member of the committee which went to Washington and succeeded in bringing the 1928 Republican national convention to Kansas City. He has been active in civic affairs in many ways, and was at one time president of the Club Presidents Round Table, comprising the heads of all the local civic organizations.

But with all his other interests he has devoted much time to association work within the industry. In 1919, when he returned from the war and entered the business, he joined the old Central Warehousemen's Club. Shortly afterward he went into the A. W. A., where he has been a prominent figure ever since. He is a past president of the Missouri Warehousemen's Association and has headed the Kansas City Warehousemen's Association.

Mr. Adams' sport is handball. He says he believes he is the only man who ever took up golf, played for a number of years and then gave it up. Handball gives him more exercise, is a more active game, and does not take so much time, he declares.

We are reluctant to conclude this story without a reference to Mr. Adams' prowess as a raconteur. Experiences which he has had with colored truck drivers and warehouse hands become gems of humor when he tells the story in perfect dialect. He has one story in the form of a telephone conversation which occurred late one evening when George, a negro truck driver, called to report a "slight" accident, which Moran and Mack would do well to add to their line.

Career of Horace C. Avery in the Family Album Series

(Continued from page 39)

own freight agent, and its own telegraph office. Its post office has the distinction of leading all other branch post offices in Jacksonville in the sale of stamps and stamped paper.

Mr. Avery is actively interested in the civic affairs of his home city, especially the Boy Scouts and the Boys' Home Association. He is on the board of governors and the executive committee of the Chamber of Commerce and for the past five years he has been president of the Jacksonville Traffic Bureau, which is supported jointly by the Chamber of Commerce and the city. He is an ardent Rotarian and, as immediate past president, wears a diamond pin which was a gift from the Jacksonville club.

He also is a firm believer in association work as pertaining to warehousing, and to the American Warehousemen's Association in particular he gives credit for doing a great deal for the industry as a whole.

The annual Warehouse Directory is the recognized reference book of the industrial sales and traffic manager.

Walter C. Reid Retires as V. P. of Lincoln Co., New York

AFTER forty-seven years of active service with the Lincoln Warehouse Corporation, formerly the Lincoln Safe Deposit Co., New York, Walter C. Reid, known as the dean of the household goods storage industry of the United States, retired on Jan. 1 as vice-president and general manager of the Lincoln. He continues as a director, and as president of the Bowling Green Storage & Van Co., New York. He attended the Biloxi convention of the National Furniture Warehousemen's Association, having been chairman of the National's organization committee in 1920, at which time he declined the proffer of the first presidency.

Mr. Reid was for thirteen years treas-



Walter C. Reid

urer of the American Warehousemen's Association, for ten years its secretary, and twice declined a nomination for president. At the time of his secretaryship the only publication interested in warehousing activities was the *Team Owners Review*, which, published in Pittsburgh, was the predecessor of *Transfer & Storage*, which later became *Distribution and Warehousing*. It was at his suggestion that the A. W. A. began publishing a monthly bulletin, which, under his guidance, was instrumental in developing membership. He was a member of the A. W. A. committee responsible for enactment of the warehouse receipts Act now on the statute books of forty-four of the States; was one of the organizers of the New York Furniture Warehousemen's Association, "the mother of associations," and was one of the organizers of the American Society of Refrigeration.

Mr. Reid has been succeeded by Alexander Gaw as vice-president and general manager of the Lincoln Warehouse Corporation, of which Mr. Gaw has long served as secretary.

New Firm in Kansas City

The American Industrial & Warehouse Co. has been incorporated in Kansas City, Mo., to take over and operate as a public warehouse a building at Independence Road and White Avenue. The structure contains 160,000 square feet of floor space.

H. A. Haring's

No. 52

New Business for Warehouses

Revenue as Brokers for Manufactured Goods

WAREHOUSEMEN know all about "eliminating the middleman." Every month they see evidence of the efforts to cut the cost of getting goods from factory to purchaser.

Business conditions since November have given a new impetus to the broker for manufactured goods. This emphasis upon brokerage marketing is the first step in cutting off salaries and overhead which have grown imperceptibly for three years in distribution, but which appear to be wasteful now that a mild recession in buying has developed.

The manufacturer's broker provides his own office. He represents the manufacturer in a market by selling goods. He does everything that a salesman is supposed to do, and he does one thing no salesman can be expected to do: "He pays his own salary." Until he makes

a sale, neither pay check nor drawing account permits him to earn a dollar, because he works on a commission. The commission ranges from one-half of one per cent to 15 per cent, according to the nature of the goods handled—sugar naturally paying a small commission and machinery a large one.

Like all commissions, nothing becomes due until "the deal is made." Manufacturers, therefore, look with high favor on brokers whenever they can find good ones. The cost of selling varies with the volume of sales, and any concern is pleased to pay a commission for an actual order. What everyone dislikes is the steady outgo for salaries, expenses and office rent, which cannot be cut when sales slip and which are part of "overhead" without relation to volume of business.

Brokers Have Low Costs

THE broker brings seller and buyer together. Under ordinary conditions the broker is given a price to quote but that price is more or less tentative, "subject to confirmation," "subject to withdrawal," or some similar condition. When, therefore, a broker finds a customer for his goods he must, as a rule, telegraph or telephone the manufacturer for a specific confirmation. Thereupon the broker completes the contract by getting the customer to sign the order.

The order is shipped from factory to customer. It is invoiced directly to the buyer. Except when trouble or delay results, or for some special cause, payment does not go through the broker's hands at all. Thus, in pure brokerage, the broker neither handles the goods nor the money.

His office routine is simple; his records and bookkeeping are almost nothing; the space he rents may be away from the high-rent district; and, all considered, his entire cost of doing business is low. For this reason a good broker will earn from ten to twenty thousand dollars a year, net, from commissions running a 2 1/2 to 7 1/2 per cent. Those commissions represent the total selling cost for the manufacturer. They are far less than the cost of selling through a branch, and, best of all, the manufacturer has no commission at all to pay unless a sale is made. A commission is not even paid for orders submitted by the broker and turned down by the manufacturer.

It is a common practice for a manufacturer, late of an afternoon, to decide that he wants orders for ten machines of a particular type, or ten carloads of canned goods, or a hundred tons of a

certain "run" of paper. He will send out night letters to a score of brokers, making the offer and naming a price, but with some reservation as "subject to previous sale." The next day, as orders come in, the manufacturer may choose which he will accept, either on the basis of preference for a customer, of price, of distribution, of competition, or any other reason. He confirms the sale he elects to take. The fortunate broker earns a commission; other brokers, although having done just as much work, are "out of luck" so far as making anything for the morning's work is concerned.

The manufacturer, however, has made quick sale of his goods, and at a minimum expense.

Even in cases where the manufacturer has a system of agencies, it is not unusual to employ brokers. They are especially helpful in moving overstocks. Mills use them to dispose of the unsold balance of a "mill run," i.e., when the mill has an order for goods of a certain style there is a manufacturing economy if a market can be found for enough more of the same goods to make a day's run or a week's run on a single item. By telegraphing to many brokers, somewhat as just outlined, the mill management finds market for what is required.

During the past few months, as never before, manufacturers have turned to brokers. Many of their own salesmen, now out of employment, have set themselves up as brokers. Information from every industry seems to be that brokers are increasing in number and that brokerage selling is growing in volume very decidedly.

Many Brokers Control Warehouse Stocks

THE "pure" broker carries no stock. He sells primarily to wholesalers, chain buyers, cooperative organizations and other buyers who classify as "wholesalers" for discount and quantity.

So long as the broker does not stock the goods he is agreeable to jobbers and wholesalers. Such orders as he obtains from retailers are filled through jobbing houses.

Yet not all brokers remain "pure" in strain. In every trade some will be found who sell to retailers; some who stock goods; some who speculate on goods.

A broker, accordingly, who stocks goods or deals in goods for his own account is known as a "merchandising" broker. That term is applied also to a broker who operates a warehouse or handles goods through public warehouse.

Such a broker comes into competition with wholesalers because he is in position to deliver goods, and, for that reason, becomes interested in soliciting the accounts of retailers. So keen is the resentment of wholesalers to this practice that some associations have added to their code of ethics an article which brands as "unethical" any broker who "merchandises products speculatively."

Irrespective, however, of any action by their associations, it appears impossible to prevent some brokers in each market from selling some merchandise on their own account. These goods can usually be sold at a low price, because the broker will stock only profitable items or items for which he senses a quick market. Were the jobber able to do the same thing his cost of business would drop, because all know that to eliminate

unprofitable merchandise from the list would reduce costs.

For such reasons, and for others not necessarily mentioned here, many brokers are not "pure." They handle goods for their own account and they stock merchandise for their principals.

Pool Car "Left-Overs"

GOODS sold by brokers are sold on the basis of carload freight rates. Small orders are consolidated into carload lots.

As always happens, on many occasions the manufacturer can meet the carload minimum loading only by including in the shipment enough goods "for stock" to make the minimum. It would be ruinous to hold orders for a full carload. Therefore the manufacturer makes up the carload with his own goods.

When these have reached the market, they are drawn upon for the first available order.

In the competition of recent months, "left-overs" of this sort from pool cars have been growing. Many manufacturers especially of machinery, shop equipment and of food products, will accept an order for any reasonable quantity on the carload freight rate. Lots even as small as 5000 lb. are thus taken. In order to obtain the carload rating, the manufacturer ships for stock the balance of the carload.

This practice has always existed. It is not new by any means. Information from many sources, however, indicates that it has grown prodigiously during the past five or six months, especially for the three industries mentioned. New brokers are entering the field. Most of them feel the need of stocks right at hand, and they either ask their principals to establish spot stocks in the market or they speculate for their own account.

The net result in both cases is the same: more and more local stocks of goods sold through brokers.

Classes of Brokers in Food Products

IT is interesting to remember how brokers are classified by their industries. In food products, for example,

the directories classify brokers into these groups:

1. Sells to jobbers only.
 2. Works retail trade, but through jobbers exclusively.
 3. Sells retail trade direct.
 4. Strictly brokerage; no "merchandising."
 5. Strictly brokerage except in occasional instances, where goods are purchased to accomplish a special purpose but not for "merchandising" stock and not purchased from concerns which the broker represents on a brokerage basis.
 6. "Merchandisers" to a large extent, buying and selling for own account.
 7. Carries stock, not specified whether consigned or purchased.
 8. Carries stock, both consigned and other.
 9. Carries consigned stock only.
- In the trade directories these classifications are indicated by symbols so that each brokerage house may be identified as to the nature of its business.

Should Be Solicited by Warehouses

WAREHOUSEMEN would do well to go over the brokers within the radius of their plants with a view to getting their storage accounts.

For a mailing list, the quickest way is to consult the trade directories of industries, such as that for food products. Brokers may be easily divided into those who control no warehouse stocks and those who do. Of the latter class many will be found who operate storages of their own, as a jobber does. Many others are just beginning to stock goods. They are logical clients for the public warehouse, before they make the attempt to provide storages of their own.

Another phase of brokerage might be interesting to warehouses in the smaller cities: namely, that manufacturers who use brokers are spreading their stocks more and more into secondary centers of marketing. Mills and factories are often entitled to the same discount as wholesalers; chain stores and large retailers enjoy the same privilege. Brokers, therefore, solicit their contracts; and, as they go after the business, spot stocks are a

strong talking point. For this reason many manufacturers have ceased to depend entirely on the big center for distribution but are spreading out their stocks so that any customer may be reached by truck the first day.

In this manner brokerage accounts may may come to the warehouse of a small city in a way not to be thought of three or four years ago.

Quoting the Rate

NOWHERE is the manner of quoting the rate more important.

To warehouse patrons of this sort, a quotation per ton for unloading is meaningless. So is a storage charge per hundred pounds.

The only language they can think is a rate per package.

Two warehousemen have shown me, within the past month, their own quotations per ton for handling, per hundred for storing, and per delivery for delivering—which were declined by the broker (or the manufacturer he represents); and then a second quotation, per package per month for all charges, which was accepted.

In both instances, the quotation per package was higher than the other.

It had, however, the wonderful advantage of being understood! In one case the broker telephoned to say:

"That last price of yours is O. K. Six cents a case a month—I can stand that. Just to have the goods will make me a lot of sales, and I'll get six cents better price lots of times."

Yet the quotation first made worked out fully one cent a case less. In order to quote six cents the warehouseman had done some estimating; he had given himself a leeway for protection, but, with the higher price, was surely safe. His own billing was simplified; and, to the broker, the whole warehousing was simplified. The quotation was in terms of unit of sale—a thing he could understand and figure on.

To quote, therefore, on just the right basis is a large part of "selling this idea" to brokers.

Beer Predicts Decline in First Half of Year Followed by Increased Volume

SIDNEY J. BEER, manager of the new business department of the Los Angeles Warehouse Co. and considered a distribution expert in southern California, has issued the following forecast for 1930, touching on warehousing conditions:

"The outlook for the first six months is poor. There will be a steady decline in business volume during this period. However, there will be a material increase for the latter part of 1930, after recovery from the present depression. This increase should make it possible for warehousemen to equal if not to exceed the business that was done during the entire year of 1929.

"Good profits will be earned by those warehouses that adjust themselves and their methods to the conditions that will prevail in 1930. This however in a great measure will depend on a more

accurate and a more effective system of meeting the requirements of the manufacturers and distributors of merchandise. It will be necessary to know accurately what customers want and to give them the service they want.

"There will be keen planning and even more scientific merchandising. Hand to mouth buying will continue and only after careful selling plans have been made.

"Warehousemen must make a very careful analysis of all records that affect their profits, being particularly careful to hold down all operating expense. Especially must they analyze the cause for lack of profit in their losing departments.

"Many important mergers and combinations will take place this year. Co-operative and chain store groups will continue their growth and will enter into

agreements and arrangements with the manufacturers and distributors to cut the cost of distribution. Public warehouses will have to meet competition from cooperative warehouses operated by these chains and independent groups.

"Capable executives must weld the interests and energies of the leading public warehouses of the country into groups, which will act as a single unit for the purpose of storing and distributing the products of the country.

"Quoting from the January issue of the Girard Letter, instead of attempting to forecast the trends of 1930, 'perhaps it would be better for each of us to make a belated New Year's resolution to make 1930 what we would like it to be, by buckling down to some good, hard work and thinking. There seems to be nothing in the situation which cannot be cured.'"

MOTOR FREIGHT DEVELOPMENTS

FOR the busy executive of a warehousing business who is keen to keep abreast of the times there are several important new things to think about in the field of motor freight. Developments are following one another at a rapid pace, and all have a distinct bearing on the cost and opportunities of handling the hauling requirements of any warehouse business, regardless of its size. There are many advancements being made on the manufacturers' side of the industry, and some of these will be discussed in this department, which is conducted

By PHILIP L. SNIFFIN

THIS MONTH

Some Maintenance Ideas. Practical Plans for Speeding Deliveries. The Cleveland Show. New Models.

A COMPANY operating about fifteen trucks in an eastern city, with a radius of business extending in many cases as far as fifteen or twenty miles from the city, has a large blackboard, with the heading "Information," in the main garage. On this blackboard the drivers post any helpful information which they believe will be of value to other drivers in their trips from day to day. Such things as conditions of roads, detours, sections or streets to avoid, speed traps, new locations of stopping places, best routes, etc., are the subjects usually referred to in the comments the drivers have been placing on the board.

A piece of white chalk is always at hand, tied to the board with light string, and every now and then the route manager will go over the remarks, erasing the ones which are obsolete and making room for new ones.

This little idea is typical of many opportunities for easing the routine of pick-up and delivery. There are many others, some of which offer unusual economies and easy methods of improving truck up-keep, driver policies, routing, scheduling and other important phases of motor truck use.

For instance, one concern operating a large number of vehicles, both electrics and gas trucks, found that the machines were depreciating too rapidly and that repair costs were having a disastrous effect on the profit returned from delivery system. The owner investigated and learned that the drivers and mechanics were lax in their methods of providing this necessary attention to maintenance de-

tails. Although everyone concerned with the up-keep of the vehicles recognized that this attention was extremely important and was endeavoring to give his best efforts in carrying out the proper kind of maintenance plan, no definite system had been established to set a specific time for attending to each necessary item.

Today a perpetual record of the performance of each machine is kept by this concern, and the way in which it is done should be helpful to other operators confronted with a similar problem.

A number of large sheets, each about 18 by 24 inches, were printed, with spaces provided for inserting all necessary details. The sheet is in the form of a "Performance Bulletin," and one copy is placed in the garage for every truck—on the wall in front of the truck's customary parking position. Mileage is tabulated from day to day and added to give a weekly total every Saturday. When any maintenance detail has been given the necessary attention, it is marked accordingly on the bulletin and a figure is inserted to show at what mileage that detail should be again attended to.

For example, if the crankcase oil is changed at 9500 miles, the bulletin will remind the driver that when he comes to 10,000 miles, the oil is to be changed again. When a certain repair is made, this is noted on the bulletin, so that if that same repair is required soon again, the driver will be able to report that the repair work was not done satisfactorily.

Aiding the Traffic Problem

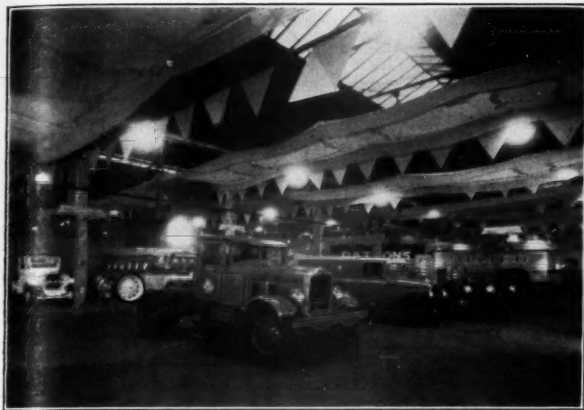
ALMOST every concern in a large city has found that much time may be lost unnecessarily when the vehicles are forced to wait at busy street intersections and when they can travel only at a low rate of speed through the dense traffic. One firm, operating a fleet of nineteen trucks, discovered that this was causing a great deal of waste in its delivery department.

There were two kinds of routes served by this company's system—first, the routes concentrated well within the city limits, and, second, those outside of the city which required a long run through

the city to reach the territory to be served. So the delivery manager spent a few days experimenting with traffic conditions, using his own automobile to test the time required to reach a certain point or to negotiate certain sections in various ways. Each route was considered separately in this way, and specific recommendations were made to drivers as to the best ways to make time by avoiding busy places. Often it was found that a much longer way around would be considerably quicker, and, in addition to this, routes were discovered which offered better pavements than many of those which would be ordinarily used in getting to a certain place.

As a result of this investigation the route manager obtained a large map of the territory and marked with colored pencil the summary of his suggestions. Busy street corners where hold-ups were unusually long were marked with a heavy red cross. Streets where slow moving traffic or rough cobblestone pavement would cause delay were indicated with a heavy red line. Good routes were marked in blue. This lettering appeared under the map when it was posted: "Avoid the red spots whenever you can. The blue lines will get you there more quickly."

Trucks Displayed at Cleveland Automobile Show



THE truck displays at the Cleveland Automobile Show late in January were visited by members of the Ohio Association of Commercial Haulers, the Motor Truck Executives of America and hundreds of other visitors daily.

Steel bodies, low platforms, modern tractor units and improved carrying space were some of the features of 1930 trucks and moving vans shown in the Public Auditorium Annex from Jan. 25 to Feb. 1. Trucks and trailers of Michigan, Ohio and Indiana manufacture were included in the exhibit.

Officials supervising the various displays stated that a large prospect list was secured, although there were practically no floor sales made. One exhibitor anticipated between thirty and forty deliveries in the ensuing three months.

The attendance at the show was more than 100,000 people.

Illustrated herewith is a general view of the truck display section. Also are pictured two of the new trucks and one van body, with information as follows:

1. Model 59-A, an addition to the line of White 4-cylinder and 6-cylinder vehi-

Above: general view of truck exhibit viewed by thousands at recent Cleveland show.

Right: some of the new models. See accompanying text.



cles. This is virtually a custom-built truck. Several features of its construction can be changed to adapt the truck to particular requirements. It is made either as a truck or a tractor for use with trailers.

2. Model 100-A Relay, a 5-ton chassis with newly designed Relay suspension drive having a chassis height of 28 inches from ground to top of frame—a drop of 8 inches under last year's product. It is fitted with channel reinforcement running the length of the chassis,

Westinghouse air brakes, dual balloon tires, a 230-inch wheelbase, and 18 feet of framework in back of the driver's seat. The job has Leece-Neville special electrical equipment and is designed for both van and bus work.

3. An all-steel van body, of 1000 feet capacity, built by the Martin Steel Products Co., Mansfield, Ohio. It is fireproof and practically indestructible. This is the first all-steel body put out by this company. It rests on a Gramm 2½-ton chassis.

An Idea on Road Breakdowns

AN interesting system for taking care of repairs, both breakdowns on the road and minor adjustments, has been found to work out very successfully for another company. It is always somewhat of a question as to whether drivers should be permitted to make their own repairs; whether they should be chosen for their mechanical training or for other qualifications. The question of remuneration also comes in. Is it more economical to pay greater wages to drivers who are trained in the mechanical care of trucks, or to employ one or more experts to make repairs and forbid drivers to touch the mechanism of their machines?

The concern here took the stand that the drivers would cause more damage than they would do if they were to tinker with even the most simple parts of the trucks when anything went wrong. It

was found also that, when a driver was given permission to attempt the simple things, he would go beyond this sooner or later and feel capable of remedying some defect which really might require the knowledge of an expert.

So the company employs one skilled mechanic who is solely responsible for the running condition of the fleet of ten vehicles. Drivers are given specific instructions that they are to attempt no repairs of any kind. The mechanic is provided with a motorcycle with sidecar, and in this sidecar is a complete set of tools and all equipment needed to make repairs on the road.

When a truck breaks down in the service, the driver telephones for the mechanic and the mechanic leaves immediately to make the repair. His knowledge of each vehicle and his ability to detect the symptoms enable him to locate and remedy the trouble at once.

The company believes that this plan returns a worth-while saving in the driver's time and in the time of equipment, as well as in the total yearly cost of repair work. Furthermore it assures far more dependable and prompt service to the customers—a factor of importance in any business.

Identifying Your Drivers

THERE is a good deal of value in a plan used by one firm to give the drivers a means of identification as representatives of the company, and also to help in creating a better impression among the trade. A celluloid "pin-button" was made up, of the type which was very popular during political campaigns a few years ago. This button is about an inch and a quarter in diameter, printed with bright blue and red colors, and contains the trademark of the firm. Drivers are compelled to wear this

button conspicuously at all times when on duty.

Many references are made, to this idea of the button, in their company's advertising. One "ad" said: "Look for the blue and red Keystone button. It identifies the Keystone man." Another put over the idea that the button was the equivalent of an introduction and a promise of the highest type of courteous service that could possibly be obtained.

In this connection it is worthy of note that many concerns are providing distinctive hats or caps for their drivers. The idea of the typical chauffeur's cap with the company's name in the front is unquestionably a good one for many concerns to use, depending, of course, on the general policy under which drivers are employed. As an advertising feature it has considerable value, and further than that it tends to increase the driver's sense of responsibility for the fact that he is a direct representative of the firm among the trade.

An Advertising Help

A PANEL, constructed lengthwise across the top of the truck, extending from the rear to the back of the driver's cab, is one concern's method of getting better advantages from motor truck advertising. This panel is solidly constructed of double-faced ½-in. white pine, heavily shellacked, and is supported by two metal braces, one on either side. The lettering is permanent, being a striking color combination of buff background and blue letters, outlined with brown.

A side panel is also frequently used to convey an advertising message. Concerns which use local outdoor advertising or sheet poster service in which one-sheet posters, issued at intervals, are "billboarded" in a town, can easily construct panels to fit on both sides of a truck to accommodate this same poster and to be changed each time a new poster is issued. This provides a beneficial extra circulation of the poster without cost and makes really worth-while advertising.

Cutting Overhaul Cost

THE overhaul problem, usually a cost item involving a great deal of waste, has been successfully met by one concern which has adopted the practice of overhauling all motors once a year, usually in the winter when other repair work is light.

This plan not only does away with almost all motor trouble for a year, but also enables the company to keep a complete shop force the year around. By distributing the work over the entire year a force of six men is able to do all repairing.

When a motor does give out in service there is little delay, because three extra motors are always held in readiness in the shop, and the old one can be removed and a new one installed in a short time. The defective unit is then repaired and held in reserve. The same plan is used with axles, differentials, and other important units.

An old vehicle is never sold as junk or discarded entirely. When a truck is

worn beyond repair it is salvaged completely, from tires and rims to shims and nuts. The mechanics examine all parts carefully, throwing out all worn units and transferring to the parts department the magnetos, carbureters, and generators, and to salvage these is an appreciable saving.

Bulletins to Drivers

A LOS ANGELES company recently issued to all its drivers a set of printed instructions which it terms "The Truck Driver's Bible." While this plan is not new, the idea having been used by any number of concerns, the presentations in this instance are exceptionally affective and contain a number of fresh angles.

The copy for this pamphlet is well worth reproducing here. It is divided into two parts: (1) Conduct on the Road and (2) Conduct on the Job. This is what it says:

"Conduct on the Road:

"Drive carefully, and with due regard to rights of others, particularly intersections.

"Do not be a road hog. Be willing to pull over when anyone wishes to pass.

"Most accidents are avoidable. We will not excuse accidents which are plainly your fault.

"You are instructed to report any accident or damage to property of any nature. Violation of this rule will not be excused.

"Obey all traffic rules. Regardless of your personal opinion, the laws must be obeyed. This company is in full accord with existing traffic laws.

"Avoid all arguments with officers, pedestrians, and drivers of other vehicles. You gain nothing by them and they may react against you. If an argument of any nature develops, hold your temper; explain in a gentlemanly manner your side of the argument. If your explanation does not satisfy the other party, inform him that you are not authorized to settle these questions, but are instructed to deliver your load and return; give him your name, truck number and truck license number and ask him to report the incident to our transportation manager. If the occurrence or accident is liable to be of a nature at all serious, obtain names of all possible witnesses, and then be on your way.

"Conduct on the Job:

"Be courteous to all persons on the job.

"Accede cheerfully to all requests from anyone in charge of job, if possible to accomplish. (This refers to all requests in placing loads, packing materials to designated spots, pick-ups, hauling materials, or any other service requested). You are instructed to do the extra work, placing notation on your No. 1 ticket, describing the work done and time consumed before obtaining signature. If it runs into extra time, the customer will be charged. It is up to you to take care of your customer's wants and not to attempt to determine if he is justified in requesting extra service.

"Your particular attention is called to method of loading and caring of ma-

terials en route; unloading; care in crossing concrete, and pick-ups. (If a customer requests a favor—and it is within your power to handle—do it and do it cheerfully.)

"Remember—he is your customer as well as ours. Our business and your business as well as your position depend upon your proper care of materials on the job. You are responsible for proper delivery.

"A dissatisfied customer means a lost customer. A satisfied customer means a permanent customer, and a little thoughtlessness or carelessness on your part will change a permanent customer into a lost customer."

Iowa's Truck Regulations Explained by Railroad Commissioner

IOWA is the pioneer State in enacting regulatory laws over trucks for hire operating irregularly both within and outside cities and towns, according to B. M. Richardson, a member of the Iowa Board of Railroad Commissioners, who states:

"It is, of course, too early to determine whether the law will prove out in the way sought by its makers, but my predictions are that it will prove out that way and stabilize the business of trucking freight, which business, by the way, soon would have become chaotic. This law tends to elevate the truck operators to the dignity of a business.

"Fees collected from this class of trucks already amount to nearly \$40,000, and there are probably at least 1000 trucks yet to be registered. The rapid growth of livestock trucking lines and a desire by the established companies to stabilize the business were largely responsible for the passage of the act.

"The law was enacted at the last general assembly and became effective July 4, 1929, but it provided that the operators subject thereto who were then operating might have six months within which to comply with its provisions. This took the date up to Jan. 4, 1930.

"The law provides that any person or company operating a motor truck principally for the public transportation of freight for compensation must have a permit from the State railroad commission authorizing such operation. To operate without such permit is declared unlawful, and such unlawful operators are subject to arrest and upon conviction a maximum fine of \$1,000 and/or a year in jail.

"It provides that any operator subject to the law must make application for permit to the State railroad commission, file a schedule of his rates and charges, pay a permit fee of \$5 for each truck for each year or part of a year, and to file with the commission an insurance policy providing a coverage of \$5,000 to \$10,000 public liability, \$1,000 property damage and \$1,000 cargo.

"Anyone operating a truck in 1929 must pay a \$5 permit fee for each truck also. The application, forms for which are furnished by the commission, must show the name of the applicant, his

place of business and general description of territory in which he proposes to operate and the kind of service to be furnished, a complete description of the vehicle to be used, such as engine, factory and license numbers, the year built, make, maximum capacity, weight and kind of tires. This description is necessary in order to properly identify the vehicle for permit and insurance purposes.

"The rate schedule filed must show list of rates and charges the operator will charge the public. This may be done by listing on the rate blanks furnished by the commission the various services and the rates therefor. The operator must not depart or charge different rates than filed, but may subsequently file a new or amended rate schedule, which must be approved by the commission. In order to properly protect the public, the insurance policies must have an indorsement, according to the requirements of the commission, put on by the insurance company."

Higher Levy Proposed on Trucks in New Jersey

A PROPOSAL that the license fees on motor trucks in New Jersey be increased to compensate the municipalities for the revenue lost through repeal of the personal property tax has been received by Governor Larson from a committee of the New Jersey League of Municipalities.

"The highest fee now collected on motor trucks is \$99, it was explained. Doubling the present charge in some cases, and increasing it one and one-half times the existing scale in others, it was stated, would produce \$3,000,000 additional revenue. This would mean no diminution of highways moneys through the proposed allotment of a portion of the gasoline tax receipts to the municipalities, the committee pointed out to the Governor.

Figures were submitted by the municipalities to show that their expenditures for traffic regulation, traffic Courts and the removal of snow range from \$15,000,000 to \$20,000,000 a year. To compensate for this expense, nothing is received from the State, it was argued. The burden upon real estate, the cities claim, has been greatly increased through repeal of the personal property tax on motor vehicles.

Electric Trucks Are Not Taxed in Oklahoma

COUNTY attorneys in Oklahoma have been advised by W. A. Murphy, the State's Assistant Attorney General, that electrically driven trucks are subject only to tax on an *ad valorem* basis and are not liable to the annual license tax.

Territorial Premium Rating Upheld in Massachusetts

THE classification of motor vehicles for the purpose of fixing rates for the compulsory insurance premium charges according to the territory with-

in which the motor vehicle is principally garaged is not a violation of the controlling provisions of the Massachusetts and Federal Constitutions guarantying equal protection of equal laws without discrimination, based upon unreasonable distinctions, the Supreme Judicial Court of Massachusetts has held.

The principal contention of the plaintiff, in an action against the State Commissioner of Insurance, was, the opinion explains, that the classification of risks and premium charges based on territory where motor vehicles are garaged is inherently and necessarily unequal and discriminatory and can have no possible relation to the risks assumed by the insurer. It was further urged that the risk of an insurer depends upon the skill and reliability of the operator of an automobile, and is wholly disassociated from the place where it may be kept.

The Court, however, was of the opinion that the considerable volume of information upon which the classification was based, in fact justified the classification, and in so holding it declared that the facts of this compiled experience must prevail over theory and logic in the case at bar. "Ultimate theory and logic," the opinion states, "must be adjusted to conform to facts."

New Compulsory Insurance System Is Sought in Massachusetts

REGISTERING opposition to a State fund plan of compulsory automobile liability insurance, but recommending that the present law be retained with a number of amendments, the Massachusetts special commission on motor vehicle liability insurance has filed its report with the clerk of the State Senate.

A system of competitive rates, with maximum rates to be fixed by a board of three members, is advocated by the commission. It also recommends a system of demerit rating similar to that now followed in Connecticut.

Suggestions are made for changing judicial procedure so as to relieve Court congestion and exposing faked and exaggerated claims.

Alabama Truck License Ruling

MISSISSIPPI truck owners who operate their vehicles in Alabama will be required to obtain Alabama licenses, according to F. H. Moore and L. H. Brassell, Alabama State Tax Commissioners, following conference with Alabama tax officials with regard to the motor vehicle reciprocity laws in effect in the two States.

The reciprocal provision applies to passenger cars only, and not to commercial cars, it was stated.

Lawrence to Operate in Stockton

The Lawrence Warehouse Co., San Francisco, has leased from the Stockton Wharf & Warehouse Co., Stockton, the latter firm's warehouse for two years and will operate it under the Lawrence company's tariffs.

Motor Truck Rates Study

(Concluded from page 46)

Application of the long-and-short-haul clause makes it unlawful to charge a greater compensation for a shorter haul than for a longer haul over the same route in the same direction, unless by special permission of the Commission. There must be publication of time schedules; the equipment used; reports of accidents to the Commission, etc.

Motor truck transportation is still in its infancy. It is tending toward more stability; the operators are more responsible; the value of insurance as a protection against property damage or loss and the breakdown of equipment is better realized. Truck operations are being more and more coordinated with rail operations with regard to rates, and with the regulation of the industry there will be, for the shipper, prompt, efficient and continuous service at equitable rates.

Ohio Supreme Court Sustains Haulers in Railroad Case

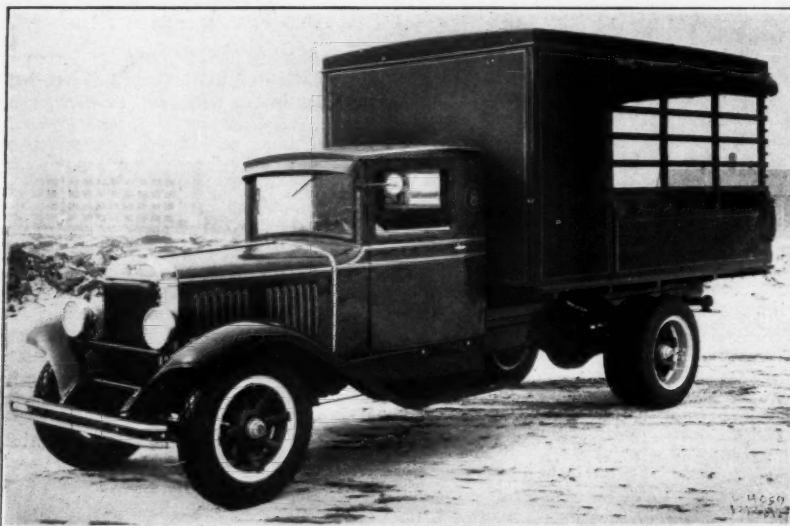
THE Ohio Association of Commercial Haulers has won its case to compel the New York Central Railroad Co. to secure from the State's Public Utilities Commission a certificate of public convenience and necessity before rendering motor transport service as an adjunct to its rail service.

The Ohio Supreme Court on Feb. 6 sustained an order issued by the Public Utilities Commission requiring the New York Central to cease its motor freight business between Toledo, Cleveland, Oberlin and other points because the carrier had not been authorized by the Commission to conduct such business.

At a previous hearing before the Commission it was developed that the railroad had entered into a contract with the A. B. Peck Co. under which the latter agreed to transport from station to station between Cleveland and Toledo all such freight as the railroad might deliver to the Peck firm.

The Supreme Court's decision, unanimous and written by Judge F. E. Allen, held:

1. That the Commission has jurisdiction to determine whether a railroad company operating a motor transport service is a motor transport company under the Ohio law.
2. That a common carrier railroad company owning, operating or managing motor-propelled vehicles not usually operated over rails, where the service is for hire, is a motor transport company as well as a railroad.
3. That an order of the Commission requiring such motor service to cease is not void as to intrastate traffic because of the fact that part of the traffic is interstate.
4. That such an order is not void on the ground that it impairs the obligation of a contract between a railroad and a trucking company which owns the trucks used in motor transport service.
5. That whether a railroad engages as a motor transport company or as a private contract carrier is a question of fact.



Most recent production of Mack Trucks, Inc.—model BG, a 6-cylinder, 1½-ton for fast delivery service

DIAMONT T MOTOR CAR CO., Chicago: Inaugurating its silver jubilee year, Diamont T presents two entirely new 1-ton trucks designed to offer the advantages of truck engineering to the lower price market. Model 200, priced at \$785, incorporates one of the new four-cylinder Buda engines, and the companion model, 215, is of identical construction and rating, except that it is powered by a new series six-cylinder Buda engine and has six inches more wheelbase to accommodate the longer engine. Model 215 lists at \$885, f.o.b. factory. Four-speed transmissions, full floating rear axles, 6-in. tapered frames, four-wheel hydraulic brakes and helper springs are embodied in both models. Wheels are metal spoke and tires are 30x5 pneumatics.

Federal Motor Truck Co., Detroit: Of the eleven separate models included in the 1930 line, six are new, three are carried over from 1929 with improvements and two are without changes. The new models are E-6, 1 ton; A6T, 2½ tons; T10B, 2½-3 tons with bevel-gear drive; T10W 2½-3 tons with worm gear; 4C6AB, 4-5 tons, and X8R, 7½ tons. The new 1-ton is powered with a 6-cylinder engine and is furnished in a standard wheelbase of 132 inches and in optional lengths of 144 and 156 inches. The 2½-ton is of the same general design as the 2-ton carried over from 1929 with improvements. The 2½-3-ton models are larger and heavier than superseded T-units; each has a larger engine, heavier springs and transmission, longer wheelbase, new design, heavier frame, larger rear brakes and heavier steering gear. The new 4-5-ton is of the same general design as last year's model of the same capacity, but is equipped with Westinghouse air brakes instead of 4-wheel hydraulic. The new 7½-ton is similar to the earlier model of the same capacity, but is powered with a 6-cylinder instead

Recent Models

of a 4-cylinder engine, while pneumatic tires, 40x8, single front and dual rear, are standard equipment instead of solids.

General Motors Truck Co., Pontiac Mich.: Announcement is made of a new line of light-duty trucks in the ¾-ton range, model T-15, offered in two wheelbase lengths—130 inches, taking a 7½-foot body, and 141 inches, taking a 9-foot body. Factory-built bodies of various types are available. Specifications of the chassis include a 6-cylinder engine and 3-speed and reverse transmission. Chassis price is \$695, f.o.b. Pontiac.

Graham-Paige Motors Corp., Detroit: Heretofore producers of passenger cars only, Graham-Paige has introduced a panel delivery and a screen delivery, each priced at \$1,095, called "Paige" commercial cars, mounted on the Graham special 6-cylinder chassis. Load capacity is 1500 pounds. A standard 3-speed transmission is used instead of the passenger car 4-speed unit. Chassis weight is 2465 pounds. In addition to the two body types offered, chassis are also available at the list price of \$860, with front and rear bumpers \$15 extra.

International Harvester Co., Chicago: Model A-5 is a new 3-ton speed truck built in three wheelbases—190 and 210 inches for general hauling of all kinds, and 156 inches for dump and semi-trailer service. The longer ones provide for maximum body lengths (back of cab) of 15 feet for the 190-inch and 17 feet 6 inches for the 210-inch. Features include a 6-cylinder engine; a new and exclusive transmission with 5 speeds forward and 1 reverse; mechanical 4-wheel

brakes; and heavy pressed-steel channel tapered frames. Cast spoke-type wheels are equipped with pneumatic tires, 34x7 front and 34x7 duals rear.

Larrabee-Deyo Co., Binghamton, N. Y.: A 3-ton, model 51, and a 5-ton, model 80, have been added to the 1930 line. The first has a 171-inch wheelbase, is powered with a Continental 18R engine, and has pneumatic tires, 34x7, standard on all wheels. The heavier vehicle has a Continental 21R engine and is equipped with 36x8 pneumatics. Each has a 4-speed Brown-Lipe transmission.

LeBlond-Schacht Truck Co., Cincinnati: Five new models are announced which replace earlier designs of the same capacities. The new units are: Series 15, 1½-ton, \$1,795; Series 20-A, 2½-ton, \$1,950; Series 25, 3-ton, \$2,295; Series 30, 4-ton, \$2,975, and Series 40, 5-ton, \$3,400. Series 20, a 2-ton chassis, listing at \$1,895, is the only job in this range that continues the same as formerly. Series 60, 65, 70 and 75, the heavier units of the complete line, remain unchanged in price and specifications. Six-cylinder engines, unit-mounted, four-speed transmissions, Zenith carburetors, full-floating rear axles and Lockheed hydraulic four-wheel brakes are common to all of the new models.

Mack Trucks, Inc., New York City: The latest addition is model BG, a 6-cylinder, 1½-ton for fast delivery service. Adapted to a wide variety of bodies, the chassis is available in three standard wheelbase lengths—138, 158 and 168 inches. Mack announces also four standard body types designed especially for the new model; these are a covered express body with side curtains; an open express body; a platform body with removable rack sides, and a panel or closed body. Bodies to meet any special requirements will be designed and furnished. The 4-speed selective transmission is driven by a multiple disk clutch. Brakes are 4-wheel mechanical of the fully enclosed expanding type with vacuum booster actuation.

Stewart Motor Corp., Buffalo: A new 1-ton chassis lists at \$695 when equipped with a 4-cylinder engine and \$795 when powered with a 6-cylinder. Both vehicles are equipped with 4-speed transmissions, bevel gears and 4-wheel Bendix brakes, and are offered in a standard wheelbase of 130 inches and in special lengths of 120 and 140 inches. Four types of stock bodies are built—metal panel, stake, express and canopy express. Wheels are steel spoke and tires are 6.50x20B standard and 30x5P optional. The chassis weight is 2905 pounds.

Sterling Motor Truck Co., Milwaukee: A 3½-4½-ton bevel-drive model and a 5½-6½-ton worm-drive chassis have been added with features including 6-cylinder engines, 4-speed transmissions, 4-wheel hydraulic brakes equipped with boosters, and pressed steel wood-lined frames. Wheelbases, 133 to 180 inches.

WITH THE ASSOCIATIONS

HERE is presented in tabloid form the Association news that is of general interest to the industry as a whole. No effort is made to present complete reports of all Association meetings; the dissemination of such information is logically the work of the officers and the committee chairmen. What is presented here is in effect a cross-section review of the major activities so that Association members may be kept advised as to what "the other fellow" elsewhere in the country is thinking and doing. When annual or semi-annual meetings are held, more extended reports will occasionally be published.

Ohio Haulers at Annual Meeting Ask Removal of Personal Property Tax and Advocate Gas Assessments for Revenue Only

THE Ohio Association of Commercial Haulers at its 1930 convention, held in the Public Auditorium, Cleveland, on Jan. 30 and 31, adopted a resolution "that the personal property tax be removed, that the motor vehicle bear the gasoline tax only for revenue purposes, and that the license tag fee and public utility tax be no greater than required for the administration of the law."

The memorial declared that "the motor vehicle is now unjustly burdened by a multiplicity of taxes," that the gas tax had proved "the most equitable basis of motor vehicle taxation" and now produced "all revenue required annually for road purposes," and that the motor truck "now bears more than its just proportion of such gasoline tax per capita."

The association reelected officers as follows:

President, Ray Wagner, operating executive Wagner Fireproof Storage & Truck Co., Springfield.

Vice-President, Paul J. Herbert, president William Herbert & Son Co., Youngstown.

Secretary, Lloyd Riley, Columbus.

Treasurer, D. E. Edwards, president Edwards Transfer & Storage Co., Columbus.

Manager, Frank R. Kirby, Columbus.

The board of directors chosen comprises the officers and P. J. Alther, Dayton; H. J. Carew, manager Mansfield Transfer & Storage Co., Mansfield; L. J. Daniels, vice-president City View Storage Co., Akron; Enry DeMaria, Columbus; W. R. Kissick, secretary Neal Fireproof Storage Co., Cleveland; Charles Haeckl, Hamilton; Thomas Heil, Jr., president Windermere Storage Co., Cleveland; H. E. Kerschner, Tiffin; Jesse Gilbert, Xenia; Otto Knutsen, Cleveland; E. H. Lee, secretary H. C. Lee & Sons Co., Toledo; Charles J. McDevitt, Cincinnati; J. W. Peoples, manager Merchants Transfer Co., Marion; John Schlemmer, secretary McKinley Storage & Transfer Co., Canton; Frank C. Schmidt, president Liberty Highway Co., Toledo; Frank W. Stacey, secretary William Stacey Storage Co., Inc., Cincinnati; Ora Stafford, Springfield; D. Stelzer, partner D. Stelzer & Son, Lima, and Elmer G. Warne, Zanesville.

Ray Wagner as president opened the meeting by outlining the activities and purposes. At the noon luncheon the association entertained members of the shippers' division of the Cleveland Traffic Club. Hubert B. Fuller of the local Chamber of Commerce presided and Mayor Marshall made the address of welcome. The main luncheon address was made by Tom Snyder, Indianapolis, sec-

Tom Snyder



Indianapolis executive who addressed Ohio Association of Commercial Haulers

retary of the Motor Truck Association of Indiana, Inc., who discussed "Relation of Motor Truck Transportation to Carload and Warehouse Distribution," saying in part:

"The demand of the hour is for speed, economy and expediency. We have developed the means of production until standardization in production has so thinned the margins of profit that we are now driven into the fields of distribution for economies and therefore greater profits."

"Independent distributors have insufficient store capacity and insufficient capital to place before their customers the brilliant array and wide variety displayed by their chain store competitors and their only hope lies in buying in very small quantities, thus through their limited capital and limited space enabling them to show a wide variety but definitely requiring that they have a daily

shuttle service between the brokers' supply and the store shelves.

"Let me call your attention to the rapid development of direct distribution—the long haul going by rail and the short distribution haul by motor truck. Carloads from production points are consigned to distribution centers, in many cases consignment orders covering the entire car, which is unloaded to motor transport trucks, which deliver directly to store door of consignee.

"This process eliminates from two to five handlings and in many instances a warehouse fee prevailing under the old system of distribution, and whether we like it or not a coordination of the trinity of transportation—waterway, railway and highway—is contributing largely to economies in distribution and to the benefits of society at large. This tendency must be recognized and its constructive value advanced by those already engaged in this service. If those already engaged do not provide for such economies, other interests will step in and meet the demand.

"The motor truck as a distribution agent is the greatest contribution to human welfare yet devised, and if properly applied, even though it change the established order, will raise the industrial standard, the social economy and need, so that all established industries may keep abreast of the time and meet the demands of the hour."

The association's State law enforcement program was considered. T. C. Burnesdon, attorney-examiner for the Public Utilities Commission, outlined how far operators had gone in their attempts to escape jurisdiction and told of opposition by non-certified haulers. He said the Commission was in better shape than ever before to prosecute violators.

James W. Cottrell, Philadelphia, technical editor of *Commercial Car Journal and Operation and Maintenance*, talked on "Maintenance Phases," declaring the subject to be one in which truck owners should be deeply interested. With changes in truck manufacture, maintenance work was also changing, he pointed out; with new parts and modern features, the repairman must alter his operations, while with better-built ve-



Scene at Cleveland banquet at annual convention of Ohio Association of Commercial Haulers

hicles there were fewer major jobs to be done.

L. A. Graham, vice-president of the Relay Motors Corporation, discussed "Truck Costs," saying that the successful operator of today used cost systems.

At the evening banquet, attended by more than 300 persons, Theodore R. Dahl, president of The White Co., who discussed "Talk Truck Transportation," saying in part:

"We must convert the public mind into an entirely different notion regarding the motor truck. In order to reach a fair public decision, public antagonism must first be removed. . . . The public should be made to recognize truck transportation as a means of reducing the cost of living rather than from the standpoint of appearance. Distribution is a big cost item, and millions were wasted in this country last year through inefficient distribution.

"The present hand-to-mouth buying has brought out more warehousing than ever before. The consumer's dollar should be outlined as money spent not for the product but for distribution, as distribution is just as much a part of the price as the manufacturing cost. The motor truck is the answer to today's distribution problem. In converting the public mind an emphasis should be placed on utility. In the interests of your own business, 'talk truck transportation.'"

On the concluding day of the convention Edward F. Loomis, representing the National Automobile Chamber of Commerce, outlined the Chamber's educational program to discourage heavy taxes on trucks. As the essential tool of expeditious transportation and distribution, States could not afford to overburden the truck with taxation, he declared.

John G. Belknap, Ohio's Assistant Secretary of State, said Ohio was ready and anxious to make reciprocity agreements with sister States but that certain States preferred to build fences around themselves. He pledged that any reciprocal agreements reached would be acceptable to Ohio's haulers.

—Wilson B. Fiske.

Motor Truck Executives

THE Motor Truck Executives of America met at Cleveland on Jan. 29 with a morning session at the Hotel Hollenden and an afternoon session in the Public Auditorium. The discussion of virtually the entire day may be summed up in the organization's reso-

Henry C. Kelting



Kentucky Motor Club secretary who is the new president of the Motor Truck Executives of America

lution favoring complete reciprocity on State license tags. Tearing down State lines and preventing States from collecting license fees from non-resident truck operators in interstate commerce were the objectives considered. Officers were elected as follows:

President, Henry C. Kelting, Louisville, secretary of the Kentucky Motor Club.

Vice-president, James Simpson, Pittsburgh, a past president of the National Team & Truck Owners' Association.

Secretary and treasurer, Tom Snyder, secretary of the Motor Truck Association of Indiana, Inc.

The gasoline tax, speakers maintained, paid for the use of the highways, and a truck operator purchased gas in whatever State he might be. The license law, therefore, was considered an unjust burden.

Uniformity of State regulations affecting lights, sizes of vehicles, weight restrictions, etc., is another of the association's aims.

—Wilson B. Fiske.

New Jersey M. W. A.

AT the annual meeting of the New Jersey Merchandise Warehousemen's Association, held at the Elks Club in Newark on Jan. 23, officers for 1930 were chosen as follows:

President, A. N. Granzen, traffic manager Mercur Corporation, Port Newark.

First vice-president, Harry C. Lewis, secretary Merchants Refrigerating Co., Newark.

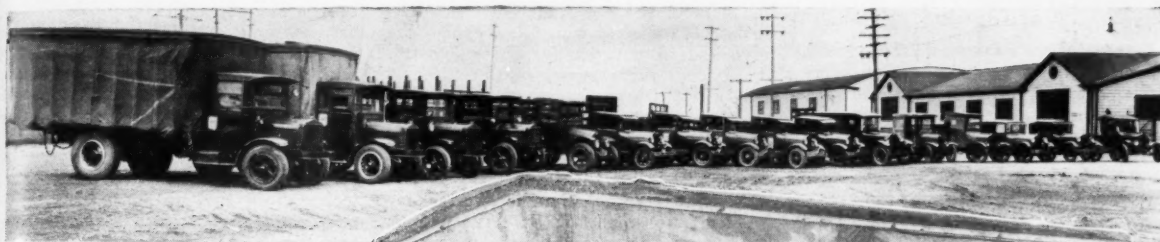
Second vice-president, F. C. Betts, assistant treasurer Lincoln Terminal Corporation, Kearny.

Secretary, F. S. Shafer, secretary Essex Warehouse Co., Newark.

Treasurer, F. Stoecker, traffic manager Passaic Transportation Co., Newark.

Directors, Ralph C. Stokell, general manager National Cold Storage Co., Jersey City; H. E. S. Wilson, president Campbell Stores, Hoboken; F. W. Stokes, manager Newark Warehouse Co., Newark; E. C. Brown, general manager United States Testing Co., Hoboken; C. E. Fink, traffic manager Bayway Terminal, Bayway, and D. R. Crotsley, vice-president, Lehigh Warehouse & Transportation Co., Inc., Newark.

C. J. Fagg, of the Newark Chamber of Commerce, addressed the members on the subject of the New Jersey lighterage case, and a resolution was adopted commending the activities of the New Jersey traffic advisory committee in this situation and pledging the association's support.



*The Kellogg Fleet
at Battle Creek,
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tires, all Goodyears*



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since 1922
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truck, according
to the Kellogg
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Kellogg's found *the right tire* for every car or truck is Goodyear

Heavy truck, light truck, sales car—every vehicle in the Kellogg fleet from coast to coast rides on Goodyear Tires.

The cost per mile, the freedom from delays, the convenience of service facilities—all these factors entered into the choice.

There are Goodyear Heavy Duty Cushions, for bulky loads on city streets; Goodyear Super Cushions on front wheels for easy riding; Goodyear All-Weather Tread Pneumatic Truck Tires for increased speed and traction; Goodyear All-Weather Tread Passenger Car Tires on salesmen's cars. "After having tried out a number of kinds of tires," says the Kellogg

Company, "it is the verdict among our men that Goodyears give the longest wear and the best of service."

The famous All-Weather traction of the Goodyear tread—and the extra-vitality, extra resilience and longer life of SUPER-TWIST in Goodyear pneumatics, have again shown that they deliver the proper combination of tractive power, low operating cost and mileage.

No matter what or where you haul, Goodyear builds the *right* tire for your hauling requirements. Goodyear Truck Tire Service Station Dealers everywhere are ready to give you prompt, helpful and competent service.

More Tons Are Hauled on Goodyears Than on Any Other Tires

GOODYEAR

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WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

California

NO conclusion has yet been reached, in the activities of the California Warehousemen's Association, as to whether the rural storage companies should seek to have the State authorities place in effect a uniform code of accounts classification similar to the code under which the warehouses of the larger cities operate.

L. A. Bailey, San Francisco, the secretary, canvassed the rural members to ascertain their individual views, and twenty-one, operating 2,193,000 square feet, favored the plan, while three, operating 120,000 square feet, voted in opposition. However, twenty-three members, operating 1,180,600 square feet, did not express their wishes, and, according to Mr. Bailey, "unless a keener interest is taken it may be considered by the officers to be the best policy to hold this subject over for more mature discussion at our next annual convention."

Mr. Bailey in a bulletin to the association's members on Jan. 13 gave the following figures:

"1928 Operations: The Railroad Commission announces that public warehouses report operating revenue for 1928 as \$15,957,640, and operating expenses as \$14,313,220 or net earnings for 1928 of \$1,644,420, a gain of \$899,944, over the year 1927. The revenues and expenses for 1927 were \$13,068,717 earnings and \$12,324,242 expenses. The amount of stocks, bonds and notes authorized by the Commission to be issued by public warehouses for the year 1929 was \$1,942,970 as compared with \$1,366,411 in the year 1928."

W. H. Dillon, San Francisco, the association's president, has announced committees, the chairmen of which are as follows:

Laws and regulations, W. E. Jones, San Francisco. Uniform accounts classification, Charles G. Munson, Los Angeles. Bulk elevators, Frank A. Somers, San Francisco. Insurance, E. B. Gould, San Diego. Government competition, J. Wesley Howell, San Francisco. Membership, A. T. Gibson, San Francisco.

—S. Lewis Brevit.

New York State

A QUESTIONNAIRE has been sent by William T. Bostwick, New York City, secretary of the New York State Warehousemen's Association, to all the organization's members asking whether they are in favor of control of the motor trucking industry by the State's Public Service Commission, and whether they feel that a general meeting of the association should be held to discuss both this problem and the general merchandise warehouse situation.

For some time, Mr. Bostwick explained in a letter accompanying the questionnaire, there "has been a more or less spirited movement" looking toward P. S. C. control of motor trucking, and the movement had not become active, backed by certain traffic clubs and motor truck organizations. "It is unquestionably,"

he pointed out "one of the most important problems which our members have had to consider for several years. It behooves every member to decide definitely as far as he is able, first, whether he is in favor of control and if he is, how far he believes this control should go."

The suggestion that a meeting be held to consider the merchandise warehouse problems was made by U. C. Leckinger, Rochester, the association's president, and Mr. Bostwick in his letter states:

"The viewpoint of the merchandise men around the metropolitan district was obtained and while many of them were not able to make a trip at this time, there was quite a general expression of willingness to attend such a meeting. This explains the reason for the question as to holding a meeting to discuss all problems, including the motor trucking control problem."

Pacific Coast F. W. A.

THE cost of handling storage material at the warehouse was discussed at the January meeting of the central division of the Pacific Coast Furniture Warehousemen's Association, held at the Elks Club in Sacramento, Cal., on the 11th.

J. E. Monro, Sacramento, said that the customary charge for one month's storage did not afford adequate compensation; he declared that the average housewife was not familiar with the handling charge and that to mention it after quoting rates on cartage, wrapping, fumigation, insurance, and so on, usually created a barrier between prospect and solicitor; and that when no advance estimates were given, the listing of this item on the invoice usually brought a storm of protest from the customer. Mr. Monro said his firm usually named the cartage and warehouse charges as one item, and he advocated that, instead of raising the handling rate, enough be added to the cartage charge to cover the deficit on the other.

The members voted to authorize the divisional vice-president to appoint a committee to confer with Mr. Monro as to evolving a standard plan.

—Clarence Ebey.

Denver

EFFORT to solve four important problems is being made by the Movers & Warehousemen's Association of Denver, organized last July. These refer to (1) a license ordinance, (2) tax assessments, (3) zoning, and (4) cost of truck operations.

The license ordinance at present in effect in Denver provides that one need be a resident of Denver only one month before he may have a license to operate a transfer business. Enforcement has been so lax that it is said that numerous firms were operating for months without licenses. The Denver warehousemen have proposed a new ordinance which would make it necessary to reside in

Denver six months before a license would be issued, and the size of equipment would be the basis of determining the tax to be levied. The proposed ordinance was defeated once by the City Council, but the warehousemen are offering it again and putting forth greater effort toward getting it accepted.

In connection with tax assessments it has been the custom in the past to assess personal taxes on space occupied by household goods in storage. The warehousemen, feeling the system might be improved and wishing to feel the control in their own hands, sought the Manager of Revenue, and it was decided that, for computing the rate of taxes, the assessor be given the last known address of the persons storing the goods, in place of the rate being arrived at by taxing the space occupied.

In order to have a uniformly computed rate for moving freight from the union depot to all districts in the city, zoning maps are being provided all members. The tonnage rate is arrived at by computing the hourly rate for hauling.

With regard to cost of truck operations, a committee composed of R. W. Johnson, chairman, John Oakey, E. A. Howard Baker and Robert Work compiled a schedule of moving rates in the city, effective last Oct. 14. Copies were sent to all transfer and express men in the city and it is believed that much benefit has resulted.

—Willis Parker.

Pennsylvania F. W. A.

AT the annual meeting of the Pennsylvania Furniture Warehousemen's Association, held at the Hotel Lorraine, Philadelphia, on Feb. 11, Walter E. Sweeting, president of the Atlas Storage Warehouse Co. Philadelphia, was elected president, succeeding F. L. Harner, chairman of the board of the Fidelity-20th Century Storage Warehouse Co., Inc., Philadelphia.

Several years ago Mr. Sweeting served as the organization's president.

A report of the Pennsylvania gathering will appear in the March issue of *Distribution and Warehousing*.

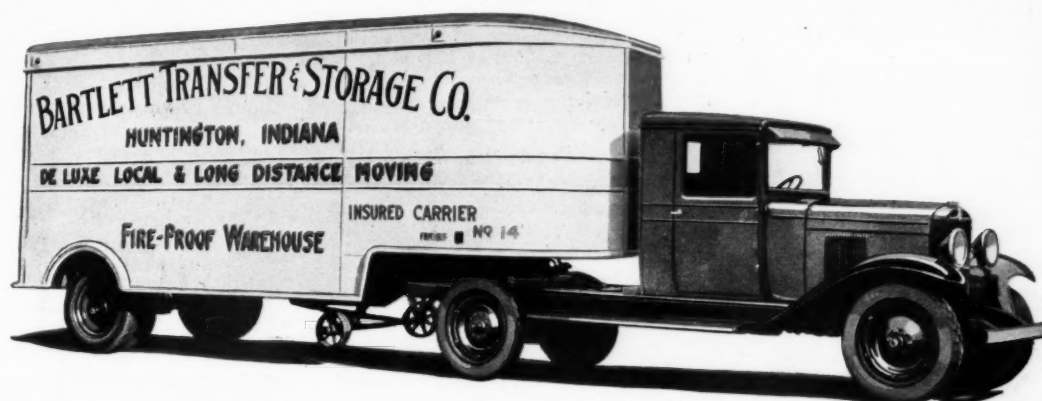
Partridge V. P. of Illinois Body

Harry Partridge, of the Currier-Lee Warehouse Co., Chicago, was elected vice-president of the Illinois Association of Merchandise Warehousemen at the organization's meeting in December. Through an error Mr. Partridge's name was omitted from a story published in the January issue of *Distribution and Warehousing*.

Kansas Meeting March 21

Announcement is made by M. E. Cuykendall, Wichita, secretary of the Kansas Warehouse & Transfermen's Association, that the organization's annual convention will be held at the Hotel Lassen in Wichita on March 21 and 22. Officers for 1930 will be elected.

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Greater Power, Strength and Durability

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In every section of America, the new Chevrolet six-cylinder trucks are constantly winning greater favor every day. And logically so! For in these new and finer trucks—Chevrolet has provided feature after feature that adds to performance, economy and dependability. Yet the prices have been greatly reduced!

Think of the extra-value features now incorporated in these remarkable new units—

—a great 50-horsepower six-cylinder valve-in-head motor that delivers greater power, smoothness and flexibility, with amazing economy of both gasoline and oil—

—a bigger, more rugged rear axle, with an increased gear ratio—

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—and scores of additional advancements that add to strength, durability and long life.

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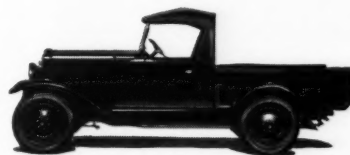
1½ Ton Utility Chassis \$520

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WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Maryland F. W. A.

THE Maryland Furniture Warehousemen's Association held its annual meeting on Feb. 10 in Baltimore and elected officers for 1930 as follows:

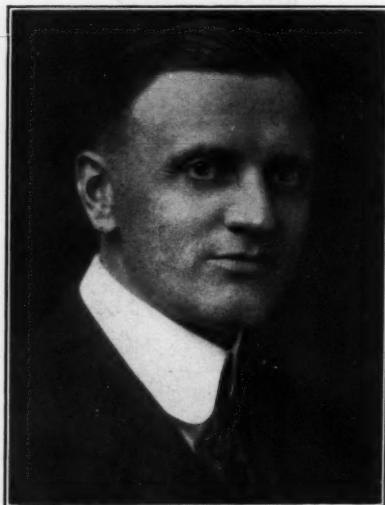
President, Lawrence A. Naylor, president Monumental Storage & Carpet Cleaning Co., Baltimore.

Vice-president, Thomas H. Vickery, president Baltimore Storage Co., Baltimore.

Secretary, Howard G. Warfield, secretary Graham's Storage Warehouse Co., Baltimore.

Treasurer, Edwin E. Bachmann, secretary Baltimore Storage Co.

Directors, the president and vice-president and William B. Magruder, president Graham's Storage Warehouse Co.; George H. Jarboe, associate owner Jarboe Bros. Storage Warehouses, Baltimore, and C. J. Hamilton, president Security Storage Co., Inc.

Lawrence A. Naylor

Reelected president of the Maryland Furniture Warehousemen's Association

On Lincoln's Birthday the association held its banquet, at the Hotel Rennert in Baltimore, the guests including storage executives from Massachusetts, New York, New Jersey, Pennsylvania, Delaware, Washington, D. C., and Maryland.

New York F. W. A.

AT the February meeting of the New York Furniture Warehousemen's Association, held at the Aldine Club on the 10th, Barrett C. Gilbert, eastern vice-president of the Allied Van Lines, Inc., brought up for consideration the advisability of allowing some of the members of the Van Owners' Association of Greater New York to act as A. V. L. non-hauling agents. The thought behind this suggestion was to offset the commission which "outside" long distance hauling companies hold out to the van owners for return load cooperation. No definite decision was reached.

Thomas F. Murray, president, advanced for recommendation for the better business methods committee several suggestions affecting the warehouseman's revenue. One was for a higher charge for supplying material and labor for packing at the home. Another was for a higher rate for hauling from freight and water terminals to the warehouse when unexpected delays made the flat rate a loss. Another involved a general agreement on hauling into storage. All three were turned over to the committee for action.

Toronto

THE Toronto Cartage & Warehousemen's Association held its annual meeting on Jan. 27 at the Carls-Rite Hotel in Toronto, and reelected as its president William Pickard, treasurer W. J. Pickard, Ltd. C. F. B. Tippet, president Howell Warehouses, Ltd., and president Tippet-Richardson, Ltd., was again chosen secretary. The 1930 executive committee elected comprises Mr. Pickard and Mr. Tippet, and J. H. Warren, vice-president M. Rawlinson, Ltd.; P. G. Heyward, of P. G. Heyward, Ltd.; Charles McMillan, president McMillan & Co., Ltd.; G. E. Pattison, of George Edgar Pattison; J. Sercombe and C. J. Collins.

The meeting, followed by banquet and entertainment, was the largest in the association's history. Pierre Schon, a sales engineer of the General Motors Co., addressed the members on "The Modern Trend in Trucks."

Michigan F. W. A.

AS president of the Michigan Furniture Warehousemen's Association, B. C. Hubbard, Grand Rapids, has appointed a special committee to consider a plan for assessing a dock charge against motor vehicles which, calling at a warehouse for goods, invariably used dock space an unusual length of time for loading purposes. The committee comprises Henry H. Stevens, Flint, chairman; Robert Greenman, Detroit, and John H. Borgman, Grand Rapids.

Mr. Hubbard has appointed as the legislative committee George L. Walt, Lansing, chairman; L. H. Tanner, Detroit, and L. R. Blodgett, Grand Rapids.

Brooklyn and Long Island

AS president of the Furniture Warehousemen's Association of Brooklyn and Long Island, Harry W. Wastie has appointed the 1930 committees as follows (the names being those of the chairmen):

Membership, Walter D. Strang. Better business, Harry A. Strang. Entertainment, S. Burke. Publicity, Ray Reilly. Advisory, A. M. Fleming. Laws and legislation, James A. Perry. Insurance, W. W. Weeks, the association's secretary. Cost accounting, Frank McNally. Advertising, Charles D. Strang. Arbitration and code of ethics, J. M. Dooley. Transportation, W. H. Whelan. Uniform methods, C. N. Jenkins.

Philadelphia

THE 1930 annual convention of the Philadelphia Chapter of the Pennsylvania Furniture Warehousemen's Association was held at the Lorraine Hotel in Philadelphia on Jan. 7, and officers and directors were elected as follows:

President, Harvey J. Lutz, partner Hildenbrand Bros.

Vice-president, Buell G. Miller, president Miller North Broad Storage Co.

Secretary, J. Wallace Fager, Miller North Broad Storage Co.

Treasurer, Joseph P. Carson, local manager Trans-Continental Freight Co.

Directors, F. L. Harner, chairman of board Fidelity-20th Century Storage Warehouse Co., Inc.; F. E. Aaron, president The Powelton Co.; F. K. Geiger, Terminal Warehouse Co.; Walter E. Sweeting, president Atlas Storage Warehouse Co.; Samuel S. Johnston, president Advance Storage Co., and J. L. Gil-

Harvey J. Lutz

Again chosen president of Philadelphia chapter of Pennsylvania Furniture Warehousemen's Association

lies, of the J. L. Gillies Co., together with Mr. Lutz, Mr. Miller and Mr. Carson.

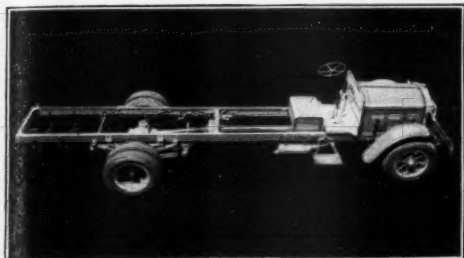
An arbitration committee was elected comprising H. Norris Harrison, Buell G. Miller, A. P. Hill, Charles Fitzpatrick and George A. Emig, and the following panel of arbitrators was chosen: M. C. McDevitt, William H. Reger, Walter B. Whiteside, Charles McDevitt, Charles Murray, Le Roy Smith, M. A. Hildenbrand, John H. Hartey, J. L. Tomlinson, W. A. Whitmore, F. E. Aaron, Morris Berger, F. K. Geiger, Joseph P. Carson and Milton C. Harrison.

No February meeting was held in view of the assembly of the Pennsylvania F. W. A. in Philadelphia on Feb. 11.

The annual Warehouse Directory is the recognized reference book of the industrial sales and traffic manager.

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COST PER MILE



**MORE
MILEAGE
MEANS
MORE
MONEY**



To make money for you a truck must make more miles . . . *ton-miles* . . . economically. And economy in a truck must be figured in terms of these costs—the price of the truck . . . the amount of oil and gas it uses . . . repairs . . . and the number of years of service it gives. In Sterling DW 15 . . . 3½ to 4½ ton, worm-drive six . . . *economy is built-in* with:

—12 Forward Speeds, if desired . . . creates increased speed, with greater flexibility for every road or traffic condition . . . less vibration, longer life.

—Longer lived *Red Head* Ricardo Head engine . . . more power, smoother power, with less fuel at all speeds.

—Seven-Bearing Crankshaft . . . eliminates vibration, lengthens motor life.

—Full Floating Rear Axle held by sturdy, reinforced radius rods.

—Shock-absorbing *Wood-Lined* Frame and Vanadium Springs cut down maintenance.

For bulletin describing Sterling DW 15 write to Driver Dan in care of

STERLING MOTOR TRUCK CO., Milwaukee, Wis.

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Fresno
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TRUCKS



**DRIVER DAN
SAYS:**

Teach your driver good road manners---it creates good will toward your company and helps eliminate public hostility towards trucks or legislation against their operation on the highways.

Oregon

THE industry's newest trade organization is the Oregon State Warehousemen's Association, organized at Portland in February with cooperations of representatives of the National Furniture Warehousemen's Association and Washington State Warehousemen's Association. Officers and directors were elected at the Portland meeting as follows:

President, Raymond A. Chapin, president Portland Van & Storage Co., Inc., Portland.

Vice-presidents, S. S. Andrews, manager Bekins Moving & Storage Co., Portland, and Donald G. Bates, president Oregon Transfer Co., Portland.

Secretary and treasurer, Robert E. Manning, manager Manning Warehouse & Transfer Co., Portland.

Directors, the officers and F. F. Whittle, president Whittle Transfer & Storage Co., Ashland; C. E. Penland, vice-president Penland Bros. Transfer & Storage Co., Pendleton; Rudie Wilhelm, president Rudie Wilhelm Warehouse Co., Inc., Portland; Henry Cummings, Northwestern Transfer Co., Portland; H. M. Clark, manager Holman Transfer Co., Portland, and H. S. French, president H. S. French Transfer & Storage Co., Roseburg.

The benefits of cooperative efforts by storage executives in the East were outlined by Henry Reimers, Chicago, executive secretary of the N. F. W. A.

Millard Johnson, Spokane, president of the Washington State Warehousemen's Association, reviewed the activities of his organization.

—F. K. Haskell.

Birmingham

THE Alabama Transfer & Warehousemen's Association, having become inactive, has gone out of existence and has been supplanted by the Birmingham Warehousemen's Club.

Officers elected by the Birmingham organization for 1930 are as follows:

President, George C. Harris, president Harris Transfer & Warehouse Co.

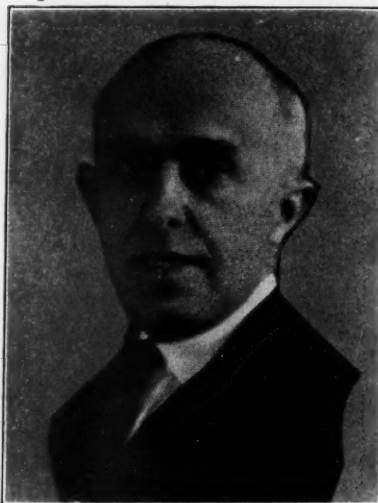
Vice-President, E. L. Hess, president Hess-Stickland Transfer & Storage Co., Inc.

Secretary, J. J. Cowan, secretary O. K. Storage & Transfer Co. Mr. Cowan was secretary of the Alabama association.

Treasurer, Horace Bradshaw, president Bradshaw Transfer & Warehouse Co.

Minnesotans Pay Tribute to Lovejoy

The Minnesota Warehousemen's Association at its meeting in Minneapolis on Dec. 20 adopted a resolution expressing appreciation of "the valued services" rendered the public warehouse industry by the late George S. Lovejoy, Boston, a past president of the American Warehousemen's Association. The memorial called Mr. Lovejoy "one of the outstanding pioneers" in the industry. A copy of the resolution was sent to Mrs. Lovejoy.



Raymond A. Chapin, elected first president of Oregon State Warehousemen's Association organized this past month

Missourians Meet April 25-26

The annual convention of the Missouri Warehousemen's Association will be held in St. Joseph on April 25 and 26. It was postponed from April 18 and 19, the dates originally announced, because April 18 will be Good Friday.

St. Joseph is the home city of Harry C. Herschman, recently reelected general president of the American Warehousemen's Association.

"MichWA" in New Quarters

Effective March 1, the new office address of the Michigan Warehousemen's Association is 315 Murphy Building, Detroit. Removal is from 815 Transportation Building, Detroit.

Kansas City T. & M. T. O.

THE Team & Motor Truck Owners of Greater Kansas City at its recent annual meeting elected officers for 1930 as follows:

President, Robert D. Kissick, owner Kissick Transfer Co., Kansas City, Kan. Vice-presidents, Walter Stratton and H. H. Barton.

Secretary, C. E. Wayne, Kansas City, Missouri.

Treasurer, George P. Waring.

Attorney, Charles A. Orr.

Editor association's bulletin, George H. Gates.

Kissick Again Heads Ohio W. A.

At the annual meeting of the Ohio Warehousemen's Association, on Feb. 17, in Columbus, William R. Kissick, secretary of the Neal Fireproof Storage Co., Cleveland, was elected president for the third consecutive year. Further information regarding the meeting will appear next month.

Federal Trade Practice Decision

WAREHOUSEMEN'S cold storage departments for furs, rugs, etc., do not come within the cold storage warehouse industry's recently-adopted Federal trade practice rulings, according to official information received by Clarence A. Aspinwall, president of the Security Storage Co., Washington, D. C.

Mr. Aspinwall, in search of a decision, addressed the Federal Trade Commission on the subject recently. From M. Markham Flannery of the Commission he received the following reply:

"Your communication has been received in which you inquire if the rules passed by the cold storage industry and affirmed by the Federal Trade Commission 'apply to companies such as ours which provides a cold storage department exclusively for storing furs, rugs, garments and other articles for the purpose of protecting them against moth and other risks.'

"I am pleased to inform you that your cold storage business has no application to the said rules."

"Rat Poison" Warning

Leon A. Bailey, San Francisco, secretary of the California Warehousemen's Association, sent the following letter of warning to the organization's members on Feb. 5:

"One of our members informs us that a man using the name Jack Page is calling on warehousemen selling a preparation guaranteed to rid a warehouse of rodents and weevil within six hours following application. Test of this preparation has shown it to be only plaster of paris and bait, and of course absolutely useless. This party carries letters purporting to be recommendations from various warehouses throughout the United States. He gives the fictitious address, 142 Main Street, Jersey City, N. J. Last operating in Sacramento Valley.

"Firman Thompson, Chief of the Division of Chemistry, Department of Agriculture, Sacramento, states this party has no license to sell in California, his company is not known at the New Jersey address and he has cheated four Sacramento dealers out of \$130.

"If he appears, detain him if possible, or find out which way he is headed without creating suspicion and telegraph collect direct with Firman Thompson, above address."

C. J. Neal on World Tour

Clarence J. Neal, treasurer of the Neal Fireproof Storage Co., Cleveland, left Cleveland on Jan. 8 for a trip around the world. He expects to return in June.

MORE BULK IN LONG BODIES . . WEIGHT IN SHORT ONES



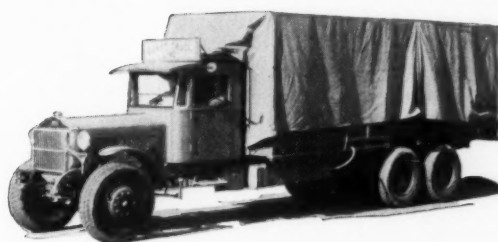
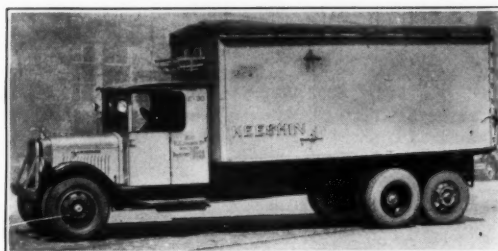
UTILITY 6-Wheel Attachments

*will increase revenue and
reduce operating costs!*

COMPETITION generally establishes the rates for highway freight hauling . . . therefore the successful operator is the one whose trucks haul the largest payloads at a cost which provides a satisfactory margin of profit . . .

UTILITY 6-Wheel Attachments are the most economical means of providing the rear-end support needed for extra long bodies . . . increasing the revenue-producing space available for household goods or other bulky freight . . . and preventing the excessive tire wear and driveway breakage which result from concentration of load on one set of wheels . . .

General merchandise haulers need the extra tire capacity provided by UTILITY 6-Wheel Attachments to enable their trucks to handle the 90 to 100 per cent additional weight which modern motors can pull . . .



Write nearest distributor for actual figures on increased revenue and decreased costs with UTILITY 6-Wheel Attachments in lines similar to yours . . . no obligation!

Eastern Distributors

New York } Kay Brunner Steel
Philadelphia } Products, Inc.
Boston . . . Perin-Walsh Company
New Haven, Conn.
The Connecticut Wheel & Rim Co.
Buffalo . . . Frey, The Wheelman, Inc.
Baltimore . Maryland Truck Equip. Corp.
Washington, Maryland Truck Equip. Corp.
Richmond, Va. . Dixie Wheel Co., Inc.

Cleveland . . Truck Engineering Corp.
Chicago . . . Schukraft & Company
Indianapolis . Indiana Wheel & Rim Co.
Council Bluffs, Iowa
Omaha Standard Body Co.
St. Louis Herman Body Co.
Tulsa . . . Leland Equipment Company
Dallas . . . Leland Equipment Company
San Antonio . . San Antonio Body Co.
Houston Sabco Sales Co.
El Paso Walter E. Pofahl

UTILITY TRAILER MANUFACTURING CO.

Box 206, Arcade Station, Los Angeles

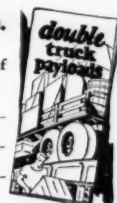
Gentlemen: Mail me—without cost or obligation—copy of your folder Double Truck Payloads.

Name _____

Firm _____

Address _____

Make of Truck _____



WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Distribution and Warehousing, March, 1930.

Security, Washington, Earned Nearly \$145,000 in 1929

THE net earnings of the Security Storage Co., Washington, D. C., for 1929 totalled \$144,948.78, according to a report submitted to the directors by the president, Clarence A. Aspinwall. Dividends paid to 208 stockholders amounted to \$130,000.

Warehouse property at the end of the year was valued at \$841,344.25, as against \$785,849.01 on Dec. 31, 1928. Assets at the close of 1929 were \$1,257,685.28, comparing with \$1,161,447.95 at the end of the previous year.

"The business of the company has increased during the past year in nearly all departments," Mr. Aspinwall said in his report, "and this increased business is reflected in the financial statement. The company has added to its property a small interior square, surrounded by four alleys, immediately to the south of the interior square now occupied by the No. 2 warehouse. There are no present plans for improving this property but it provides, together with the ground already owned to the north of the company's main warehouse on 15th Street, ample room for the expansion of the business for many years to come.

"The 'lift' van service has been increased by the addition of a considerable number of steel vans of 600 and 800 cubic feet capacity, which are used both for storage and shipping purposes. The company has also opened a European office in Paris, under the charge of H. B. de la Rancheraye, for the more efficient handling of the vans in Europe. Through this office and the numerous agents of the company in the various foreign cap-

itals and important cities, and its correspondents in this country, the company has been able to handle household removals in an efficient and satisfactory manner to and from Europe and the United States, and it is hoped to extend these facilities to principal South American capitals as well. At the present the company has vans en route to or standing in London, Paris, Berlin, Madrid, Prague, Vienna, Nice, Rome and Geneva, and in Boston, New York, Philadelphia, Atlanta, Los Angeles and Vancouver, B. C.

"In addition, the company has arrangements with the Allied Van Lines, a corporation sponsored and owned by the leading furniture warehousemen of the country, for handling the long distance shipment of household goods by motor van. This places the company in a position to handle shipments or removals to or from practically any place in the world."

Owen Elected President of Junior Chamber in Los Angeles

L. D. Owen, vice-president of the Westland Warehouses, Inc., Los Angeles, has been elected president of the Junior Chamber of Commerce of that city. During 1929 he served as vice-president in charge of the administrative division, was on the board of directors in 1928 and has acted on various committees.

Sprague Company Builds

The Spague Storage & Moving Co., Detroit, is erecting a two-story addition, 63 by 30 feet, for storage of household goods, with part of the space to serve as a garage.

Miller Seeks Renewal of Norfolk Army Base Lease

HARVEY C. MILLER, president of the Norfolk Tidewater Terminals and operator of the Miller chain of terminals on the Atlantic Coast, has applied to the United States Shipping Board for renewal of the lease on the Army Base terminals in Norfolk, Va. He has been operating them jointly with the Norfolk Municipal terminals. The lease of the Army Base will expire on Sept. 1 next.

The Norfolk & Western Railway has acquired the Norfolk municipal terminal properties, consisting of a grain elevator of 500,000 bushels storage capacity, and the municipal piers, which carry two warehouses, covered, of concrete, each 100 feet wide and 1175 feet long. The city of Norfolk is supporting Mr. Miller in his application for renewal of the lease, it being understood that he will continue to operate the municipal terminals.

The Army Base terminals, leased by the city following the war and four years ago leased to Mr. Miller for joint operation with the municipal piers, carry with them two piers, each with covered sheds 257 feet wide and 1280 feet long. In addition are eight warehouses which have 94 bays. There is 22,400 square feet in each bay, or 2,105,000 square feet of floor space. Each warehouse has a covered platform 20 feet wide.

The Virginian Railway, which expects through the Interstate Commerce Commission report to become an adjunct to the New York Central, also is expected to be an applicant for lease of the Army Base properties. No formal application for the lease has been made in this instance, however.

The Shipping Board established the policy of letting these leases on bids, but in the case of the Boston terminals the Miller interests were not the low bidders and lost the properties. It is understood in Norfolk that the Shipping Board is inclined to revise this policy and let out its properties to individual operators on their own records.

Wider Trucking Is Aim of Railway Express Agency

Directors of the Railway Express Agency, Inc., who are heads of leading railroads, are considering the entrance of the agency into interstate motor freight transit, was learned in New York on Jan. 29.

The agency, which acquired the properties of the American Railway Express Co. a year ago in behalf of the carriers, is said to be the largest operator of motor truck—8940, of which 1350 are in New York State, 620 in Pennsylvania, 600 in Ohio, 684 in Illinois, 579 in Massachusetts and 480 in California.

"The motor trucks skim the cream of the freight business," according to R. E. M. Cowie, president of the agency. "They solicit full truck loads from a large shipper and deliver them direct to the consignees."

They Guide Destiny of Empire Freight of New York



Howard B. Hall



Frank M. Carley

FOLLOWING the death of Charles A. Hall, of New York, who founded and was president of the Empire Freight Company of New York, Inc., Thomas B. Hall, his son, resigned his connection with an investment banking company and has become president of the Empire. Mr. Carley, vice-president and general manager, was a colleague of the senior Mr. Hall for twenty-six years.

STOP PAYING A PREMIUM ON EXTRAVAGANT MOVING METHODS

LAPEER

Fully Automatic Trailer

20 to 50 per cent can be cut from your Local and Long Distance Moving Costs by the use of LAPEER FULLY AUTOMATIC TRAILERS. These savings are made possible through

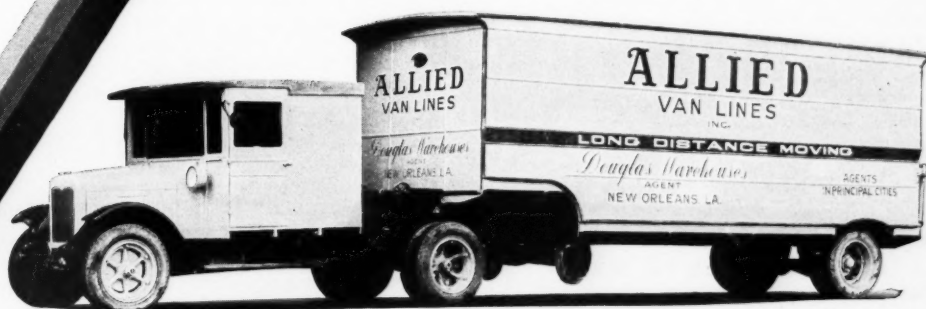
LOWER INVESTMENT IN EQUIPMENT
LOWER MAINTENANCE COST
LOWER OPERATING COSTS

LAPEER TRAILERS give you the added advantages of greater flexibility, greater cubic capacity, greater safety and greater speed.

Wouldn't you like to know how LAPEER FULLY AUTOMATIC TRAILERS can save money for you? Your inquiry will have our prompt attention.

LAPEER TRAILER CORPORATION
Lapeer, Michigan, U. S. A.

FREE to you a blue-print of a Deluxe type Allied Van Line standard size body. Write for it. No obligation.



1,000 cubic feet is the capacity of this van body in the service of Douglas Warehouse Co., New Orleans, La., Allied Van Line agents in that city.

GIVING SATISFACTORY SERVICE TO AN ARMY OF USERS

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

New York Port Lighterage Hearing Set for April 22

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

WAREHOUSEMEN and shipping interests of New Jersey and New York will appear en masse at Newark, N. J., on April 22 during hearings before Interstate Commerce Commission representatives upon the complaint of the State of New Jersey against carriers serving the port of New York on account of the railroads' practice of according free lighterage and trucking within the New York port district.

The degree of importance which the Commission attaches to the case is evidenced by the fact that its Chairman, Commissioner Frank McManamy, will hear the case, assisted by Examiner Steer.

The April 22 hearing, according to the Commission's announcement, will be for the purpose of listening to the evidence of the complainants, State of New Jersey, and New Jersey Traffic Advisory Committee, and interveners supporting the complaints.

At the conclusion a date will be set to receive the evidence of the defendant railroads and interveners opposing the complaints. This latter hearing will be held in New York City.

The State of New Jersey charges in its complaint that the free lighterage and trucking practices employed by the New York Central Railroad, and other carriers serving the New York port district, are unreasonable and result in undue prejudice to New Jersey interests and preference of their competitors in New York City and vicinity.

These contentions are emphatically denied by the important trunk lines entering the Port of New York, in so far as unreasonableness, prejudice and preference are concerned, but the lighterage and trucking practices assailed are freely admitted as being a part of the carriers' method of handling freight in New York City.

It is expected by high transportation authorities here that the April hearings at Newark and the later hearings in New York will be attended by several hundred interested parties, including warehousemen, manufacturers, shippers, railroads, and various commercial and industrial organizations.

The New Jersey State attack on the carriers' freight handling methods in the metropolitan district of New York is the largest in scope and importance since the old New York harbor case.

—George H. Manning.

Bekins Files a Truck Tax Suit

Suit to determine whether storage companies are common carriers and subject, as such, to the California State tax of 5 per cent on gross earnings, was filed in the Superior Court in San Francisco on Feb. 5 by the Bekins Van & Storage Co., operating household goods depositories in San Francisco, Los Angeles and other Coast cities. The State Board

of Equalization was named as defendant. Taxes already paid under protest are at issue in the action, as well as the ruling on the status of this and similar warehousing organizations.

The Bekins firm contends that the Supreme Court has ruled that a corporation may use trucks for delivery of goods by paying a license based on weight.

Allison Disposes of Property

J. C. Allison, owner of the J. C. Allison Warehouse and 1265 Harbor Street, San Diego, has been authorized to sell his properties to the San Diego Municipal Warehousing Corporation, Ltd. Established in 1928, the Allison firm stored merchandise, agricultural products and cotton.

The municipal corporation has applied to the State authorities for permission to issue 1500 shares of its common capital stock in payment for the Allison property and to sell 500 additional shares of capital stock to provide working capital.

Position Wanted

A FURNITURE and merchandise warehouseman, for the past eleven years a successful operating executive and part owner of one of the leading Southwest warehouse and transfer companies, wants a position in the South or West.

Age 39. Married. Can be a valued asset to any organization. Best of references.

Address Box E-718, care of
Distribution and Warehousing,
249 West 39th Street, New York
City.

Kansas City Blaze

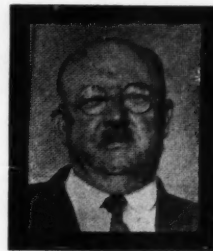
Fire believed to have resulted from an overheated furnace recently caused approximately \$50,000 damage in the one-story brick building occupied by the Isreal Motor Transfer Co. at 1912 Grand Avenue, Kansas City, Mo. The contents were covered by insurance.

A. W. A. Advertising Campaign Is a Distribution "Straw"

One of the February issues of *Business Week*, commenting editorially to the effect that distribution buys more largely of services, as against purchase of machinery and tangible commodities by production, comments in conclusion:

"The fact that the American Warehousemen's Association is soon to launch its first campaign of nation-wide co-operative advertising, planned for three years, is a straw which indicates how the wind is blowing" (in the direction of increasing distribution efficiency).

A. T. George Dies; a Former Philadelphia Warehouseman



A RTHUR T. GEORGE, for many years a prominent figure in the furniture warehouse industry in Philadelphia and a friend of many storage executives throughout the country, died at

his home, 170 West Baltimore Avenue, Lansdowne, Pa., on Jan. 29. He was 61 years old.

At the time of the taking over of the 20th Century Storage Warehouse Co. by the Fidelity Storage Warehouse Co., Philadelphia, Mr. George was president of the former concern. The merger is now the Fidelity-20th Century Storage Warehouse Co., Inc.

Born in Smyrna, Del., Mr. George was a member of the firm of George & Borst, contractors and builders, of Philadelphia, prior to his association with the warehouse industry, and was the originator of the idea, now widely put into practice, of making protective scaffolding about buildings attractive in appearance. Mr. George and George Borst, his partner in the building and contracting business, entered the furniture warehouse business together, resulting in the establishment of the 20th Century company.

Mr. George was a member of the Masonic order. He is survived by his wife, Mrs. Catherine Shewbrooke George, and two daughters.

C. W. Leggett Passes

Clarence W. Leggett, general manager, treasurer and half owner of the Central Storage Co., Clarksburg, W. Va., died on Jan. 16.

James G. Copeman, who was the operating executive, has been named general manager, and C. W. Christie has become treasurer as well as secretary.

Mrs. Mary G. Leggett, the widow, is now the firm's sole owner.

Mrs. W. W. Koller Dies

Mrs. Hanna Carey Koller, wife of W. W. Koller, general manager of the Fidelity Storage & Van Co., Omaha, died at her home on Jan. 12. She had been ill several months.

Crooks to Build in Kansas City

Announcement is made in Kansas City by the Crooks Terminal Warehouses that a reinforced concrete terminal building, fireproof, will be erected some time this year at Union Avenue and Santa Fe Street, in the Central Industrial District. Tentative plans call for a five-story structure, 162 by 120 feet, to contain 100,000 square feet of floor space and to cost about \$200,000. Union Pacific and 'Frisco switching facilities, with twenty-car capacity, will be available.

POWERFUL and FAST—Built to Last



A Name That Means Something to Van Owners

THE name Gramm, on a Van, means that it is built upon a foundation of experience—accumulated thru more than 29 years of building commercial vehicles to fit the business—and not the business to fit the vehicle.

That is the only solid foundation upon which to successfully accomplish the most in economy and user satisfaction and is testified to by the great number of long distance high speed Vans now in use and the records of performance they have established for their owners.

There is a completely built Gramm Van (body and chassis) that will meet your requirements.

Your inquiry is solicited.



Executive Offices
and Factory:
Delphos, Ohio

GRAMM MOTORS, Inc.
Builders of fine Motor Trucks, Vans and Coaches

Truck
Capacities
1½ to 5 Ton

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Gasoline Taxes Went Up 47 Per Cent During 1929

GASOLINE taxes in the United States were 96 times greater in 1929 than in 1921 and for the year just ended they showed an increase of 47 per cent over 1928, according to estimates announced on Feb. 15 by the American Petroleum Institute, based on reports from thirty-five States and estimates from thirteen States.

Total collections by States for 1929 amounted to \$449,731,000, an increase of \$144,537,000 over the total of \$305,233,824 collected in 1928. In 1921 the gasoline taxes amounted to \$4,700,000.

New York State, with a total of \$20,000,000 from the 2-cent tax on each gallon of gasoline, is sixth in the list of States in the total amounts collected, but the five States ahead of New York all impose larger taxes. California, with 3 cents a gallon, leads the list with total collections of \$37,599,713, which is an increase of more than \$5,000,000 above the total collected in 1928. Ohio, with a 4-cent tax, ranks second with \$36,000,000, a gain of approximately \$10,000,000, and Pennsylvania, with a 4-cent levy, collected \$35,038,619 and occupies third place in point of total tax collected. Pennsylvania also shows the largest increase over 1928, the 1929 tax being \$13,140,555 above the previous year. Large increases, some nearly 100 per cent, are shown by Kansas, Georgia, Louisiana, Montana, Nebraska, Oklahoma, Tennessee, Texas and Washington. No State in 1929 showed a decrease from the collections in 1928.

"All States now impose a gasoline tax," says the institute, "the rate ranging from 2 to 6 cents a gallon, or 18 to 33 per cent of the retail price of the commodity. This is believed to be the largest direct sales tax imposed on any commodity."

"In most States the funds are used for highway construction and maintenance, although in several they are diverted to schools, State expenses and departments and other purposes. In each State the tax is collected by the oil companies and represents a guaranteed source of income to the State, the companies being held responsible, either under bond, liability of fine or imprisonment or both."

Following is a table of taxes collected by States in 1929 and 1928, except in

Pickard Firm Expands

W. J. Pickard, Ltd., Toronto, has completed an addition to its fireproof structure erected in 1923. The new wing, also fireproof, is of reinforced concrete, brick and hollow tile, six stories high, 54 feet by 56 feet, and matches the earlier building. The lower floor will be used as a garage for the company's motor fleet. A covered fireproof driveway connects with the street line. The addition has a vault, separate rooms and a modern room constructed especially for storage of upholstered furniture. A passenger elevator is being installed.

the cases of New York and Massachusetts, which had no tax in 1928. Asterisks indicate estimates instead of actual reports.

State	Tax Rate per Gal.	Total Tax, 1929 (Institute)	Total Tax 1928 (U. S. Bur. of Pub. Rds.)
Alabama	4	\$7,104,215	\$6,497,551
Arizona	4	2,559,831	2,263,215
Arkansas	5	6,730,347	5,684,415
California	3	37,599,713	32,276,918
Colorado	4	5,795,410	4,260,393
Connecticut	2	*4,068,000	3,468,752
Delaware	3	977,231	834,784
Dist. of Columbia	2	1,437,760	1,271,586
Florida	6	12,207,375	11,225,245
Georgia	6	10,263,711	8,245,486
Idaho	4	2,205,485	2,005,908
Illinois	3	*15,000,000	885,351
Indiana	4	16,431,543	11,653,962
Iowa	3	10,068,831	9,199,540
Kansas	3	10,177,541	5,939,510
Kentucky	5	7,733,736	6,741,781
Louisiana	4	6,925,305	3,380,931
Maine	4	3,834,331	3,288,178
Maryland	4	*6,550,000	5,607,566
Massachusetts	2	*5,566,000
Michigan	3	23,558,374	20,200,021
Minnesota	3	8,898,048	6,211,788
Mississippi	5	6,805,754	5,564,711
Missouri	2	*7,265,000	7,100,013
Montana	5	*4,225,000	2,144,794
Nebraska	4	7,861,243	3,968,921
Nevada	4	712,507	575,069
New Hampshire	4	*2,414,000	1,928,602
New Jersey	2	9,996,104	8,446,930
New Mexico	5	2,421,882	1,826,900
New York	2	*20,000,000
North Carolina	5	11,983,262	10,177,614
North Dakota	2	3,150,284	2,202,679
Ohio	4	*36,000,000	25,818,985
Oklahoma	4	10,929,287	8,170,719
Oregon	4	*4,870,000	4,308,417
Pennsylvania	4	35,038,619	21,998,064
Rhode Island	2	1,571,811	1,182,328
South Carolina	6	6,978,419	5,539,243
South Dakota	4	4,930,590	4,008,031
Tennessee	5	*9,250,000	5,134,600
Texas	4	22,180,083	17,945,037
Utah	3½	1,979,212	1,664,247
Vermont	4	*1,730,000	1,118,882
Virginia	5	10,509,946	9,039,604
Washington	3	6,442,430	4,542,010
West Virginia	4	*5,000,000	4,456,274
Wisconsin	2	7,867,900	7,142,928
Wyoming	4	1,325,435	955,851
Totals	\$449,731,159	\$305,233,824

The rapid growth of the gasoline tax is shown in the following table prepared by the institute from official records:

1921	\$4,700,000
1922	12,100,000
1923	36,800,000
1924	79,700,000
1925	146,100,000
1926	187,600,000
1927	251,800,000
1928	305,234,000
1929	449,731,000

National Freight Plans Expansion

The National Freight Co., which, formed last October, controls the Judson Freight Forwarding Co. and is itself controlled by the Penrod Corporation, a subsidiary of the Pennsylvania Railroad, has embarked on a program which will give the Pennsylvania Railroad agencies in every city of more than 200,000 population.

This plan is understood to be intended to meet the competition of the United States Freight Co., which works closely with the New York Central interests and which has agencies in more than sixty cities.

The National's proposed offices will be used for solicitation of traffic for the Pennsylvania Railroad.

According to Alfred D. Davis, vice-president of the National, the company has since last October increased its movement of freight to between 1400 and 1500 cars monthly.

Road's Car Delivery Refusal Held to Violate I. C. C. Act

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

REFUSAL by the Chicago, Burlington & Quincy Railroad to deliver cars to the track opposite the warehouse of C. S. Wells & Son, Keokuk, Iowa, has been held by the Interstate Commerce Commission to be a violation of the railroad's published tariff and its duty under the Interstate Commerce Act. But, notwithstanding, the Commission is powerless to act.

In arriving at this conclusion, the Commission cited the decision in the case of the *United States v. the Pennsylvania Railroad*, in which the Court held that the Commission had no jurisdiction to enforce by order the duty of a railroad under the Interstate Commerce Act to provide and furnish transportation upon reasonable request.

A remedy for such failure, the Commission said, lies in the Courts.

The warehouse firm brought the complaint to the Commission on the charge that the railroad refused to deliver cars to the warehouse siding if such cars were ones which had arrived in Keokuk over foreign lines, and would deliver to the warehouse only those cars, known as a road haul, which came over the tracks of the defendant.

The railroad sought to justify its refusal to deliver foreign line traffic on the track alongside the warehouse on the ground that it was a team track and that delivery of such traffic on its team tracks is prohibited by the applicable switching tariff.

The Commission found, however, that the defendant's tariff did not define a "team track" or a "siding." "There is no evidence that the record which shows that the alley track (the track along the warehouse) has ever been used for any purpose other than to effect delivery of freight to the industries which are located in building which abuts on the alley." In other words, the Commission held that the so-called alley track was not a team track within the meaning of the terms of the tariff.

"We further find," the Commission ruled, "that the defendant's tariff herein named requires it to perform the switching service requested by the complainants, and that the refusal of the defendant to perform such service in accordance with said tariff is in violation of its tariff and of its duty under Section 1, paragraph (4) of the Act. We conclude, however, that this Commission is without jurisdiction to prescribe a remedy for either of said violations. The complaint will be dismissed."

—Robert C. McClellan.

Wittichen Holds Banquet

Department heads and office employees of the Wittichen Transfer & Warehouse Co., Birmingham, Ala., were guests at the firm's recent annual banquet given by Carl F. Wittichen, the president, at the Thomas Jefferson Hotel. About twenty-five persons attended.

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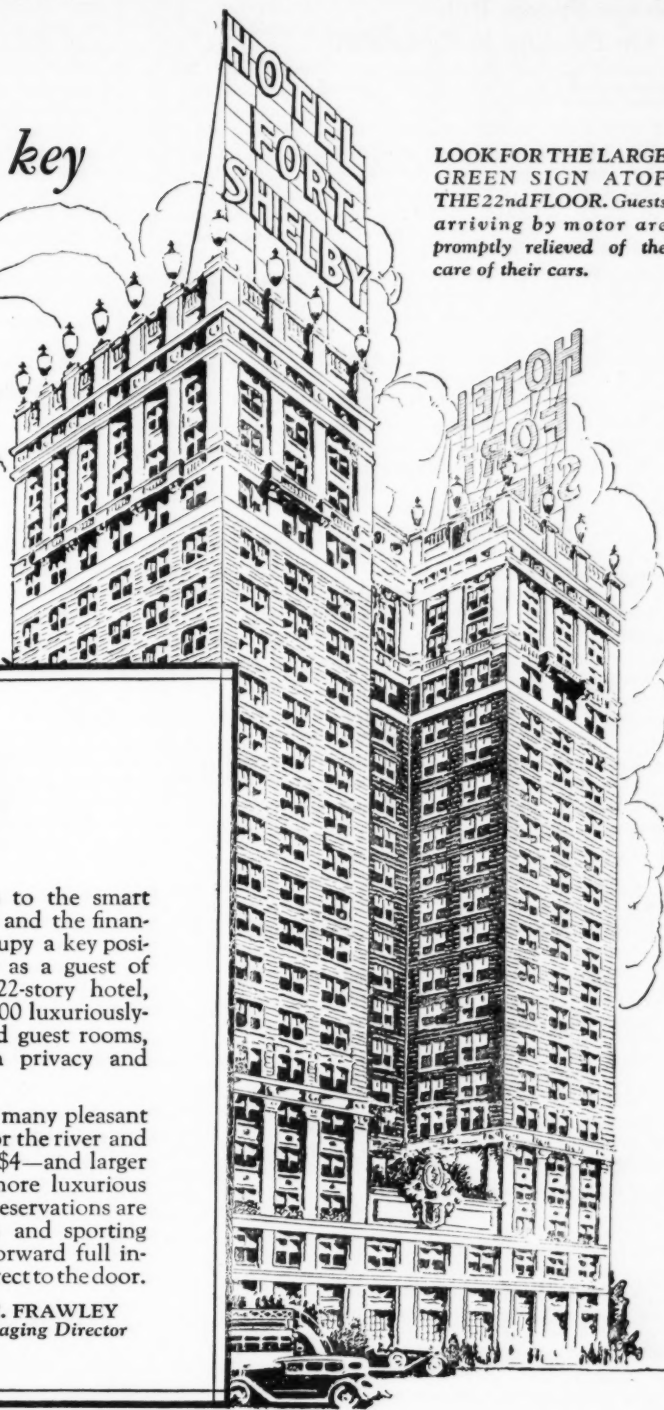
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Two Metric System Bills Are Pending in Congress

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

WITH two joint resolutions on the subject pending in the House of Representatives, the question of whether the United States will adopt the metric system is likely to have further consideration in this session of Congress. Representative Fred A. Britten of Illinois is the author of the two resolutions. Mr. Britten was the author of H. R. 10, which proposed the adoption of the metric system in 1926. On that bill the House committee on coinage, weights and measures held rather extended hearings but the measure did not get to a final vote in Congress.

In the 70th Congress a decimal weight bill, H. R. 9040, passed the House, on Feb. 20, 1928. A similar bill, S. 2864, was favorably reported to the Senate on March 6, 1928, by the Senate committee on agriculture and forestry. However the measure did not get to a vote in the Senate and automatically died with the adjournment of that Congress.

The Britten resolutions which revive the issue in this Congress are sure to have substantial support, and one or the other of them seems likely to be passed. One of the resolutions, H. J. R. 125, goes no further than to authorize the Secretary of Commerce to conduct an investigation and study, "to determine the advantages and possible disadvantages of the general use in the United States of the metric system of weights and measures. This investigation to include a study of the progress of international standardization on the metric basis to date." The results of this inquiry, under the resolution, would be incorporated in a report within six months from the passage of the joint resolution and made available for members of Congress.

The other resolution, H. J. R. 124, provides: "That the United States Department of Commerce is authorized to establish commodity quantity units for general use in merchandising after 1935, standardizing the yard to the meter, the quart to the liter, the pound to five hundred grams decimally divided."

These resolutions have been referred to the House committee on coinage, weights and measures. No date has been set for hearings, but Representative Britten says that he expects the committee to report before the end of the session. How extensive the hearing before the committee may be, is problematic. The subject has been thoroughly discussed in the committee in other years, and the progress of the several bills on the subject in the 70th Congress clearly indicated a favorable sentiment. In view of this it may be that the House committee will stand on the record made in former hearings.

A change to the metric system would of course have a far-reaching effect in all lines of commerce and probably would call for rather complete revision of warehousing service charges and a complete revision of transportation rates from

the present to the metric basis. Proponents of the metric system, in former hearings, have submitted evidence to show that such a change would mean no widespread or fundamental changes in manufacturing methods. American manufacturers both of fabricating machines and of finished products have no serious difficulty in selling in the European markets where the metric system is established, and this is brought forward to controvert the statement made by some that to adopt the metric system in the United States would mean costly and general readjustment in manufacturing methods and the discarding of much fabrication machinery now used in the factories of the United States.

—Horace H. Herr.

Directory Binders Available

E. G. Mooney, president of the Hartford Despatch & Warehouse Co., Hartford, Conn., states that he still has in stock a number of binders which fit the 1930 (January) Directory issue of *Distribution and Warehousing*. These are available, without cost, on application to Mr. Mooney.

For Sale

STEEL fumigation vault for upholstered furniture, furs, bedding, etc. Capacity, approximately 480 cu. ft. Equipped with electric vacuum, etc. Vault is equal to new. Will not fit in space provided in our building. To be sold at sacrifice price.

South Orange Storage Co., Inc.,
219 Valley Street, South Orange,
N. J.

Peckham Firm To Build

A warehouse costing \$100,000 is to be erected in San Mateo, Cal., by the J. B. Peckham Co., and merchandise and household goods warehouse firm. The building, to go up on San Mateo Drive near State Street, will be three stories high, of reinforced concrete and of Spanish architecture.

Riley Retires from Judson

Walter J. Riley of Chicago resigned as president of the Judson Freight Forwarding Co. on Jan. 1. He is no longer associated either with the Judson or the National Freight Co.

Fort Smith Terminal Sold

Announcement is made of the sale of the Fort Smith Terminal Warehouse Co., at South Seventh and B Streets, Fort Smith, Ark., by Howard Pratt, one of the organizers, to W. W. Dills of the Arkola Sand & Gravel Co.

Building Conference to Finance Home Betterment

TO simplify and systematize the financing of home betterment the National Building Survey Conference has announced plans for the organization of a central finance holding corporation to make available to householders credit for repairs and improvements of all kinds.

Fenton B. Turck, of New York, chairman of the conference, organized to carry forward the business stabilization movement, in making the announcement explained that the proposed holding company would tie together the activities of a number of finance corporations now operating in this field. It would, he said, enable the home owner to undertake all sorts of repairs without the confusion of dealing with a number of separate agencies.

"Such a holding company," said Mr. Turck, "would in no way represent a merging of present agencies. It merely would coordinate their operations in such a way as to give the greatest benefit to the owner of a home who desires to modernize his property, but who has not enough ready cash on hand to go ahead with his plans. There has long been felt the need of such a central organization. At present the owner has to deal with so many separate agencies that the handicap tends to deter him from going ahead."

"Throughout this present movement to encourage needed building operations as a means of reducing unemployment and of stimulating general business it has been emphasized that the field of home improvement offers a major opportunity for obtaining immediate results. Surveys have revealed that as many as two million homes are in need of repairs and improvements. Later on as the weather opens up there will be a rush to get work done. The wise man will go ahead now before the others start, when both labor and materials will be harder to obtain."

"We believe that the setting up of the finance plan proposed will go far toward encouraging immediate home modernization operations."

Empire Relocates in Boston

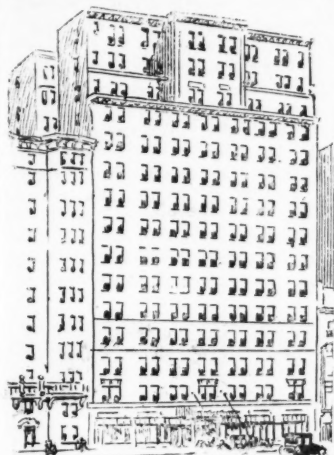
The headquarters office of the Empire Freight Co. in Boston has been removed to 97 Huntington Avenue from 520 Old South Building. C. A. Anderson, president, explains:

"In recent years business has been drifting toward the southern portion of the city and following this trend we are consolidating our downtown and Back Bay offices, hereafter to be located in our own property at 97 Huntington Avenue."

Salt Lake City Firm Expands

The Central Warehouse, a merchandise storage and distribution firm in Salt Lake City, Utah, has opened an addition at 520 West on Second South Street.

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Skid Platform Dimensions Changed, Effective March 1

DISTRIBUTION AND WAREHOUSING'S
Washington Bureau,
1163 National Press Building.

CHANGES in over-all dimensions for skid platforms, unanimously adopted by the standing committee on simplification of skid platforms, are being submitted to the industry for signed acceptance.

The new recommendations do not change the under-clearance dimensions, nor the minimum clearance between runners or supports of skids, from those which were agreed on in the conference held on June 28, 1928. This recommendation, which became effective in October, 1928, called for clearance from bottom of runners or other supports to the under side of skid platforms of either 8 or 12 inches; and distance between inside of runners or other supports of 29 inches.

In place of the former over-all dimensions, it now is recommended "that over-all dimensions for skid platforms used for shipping goods be either 33 inches wide by 54 inches long, or 42 inches wide by 66 inches long."

As originally approved these dimensions were approximately 32 and 33 inches over-all in width, and 48 or 50 inches long; and 48 or 50 inches wide with a length of 64 inches.

The changes proposed by the standing committee become effective from March 1, 1930. When sufficient signed acceptances, representing at least 80 per cent of the industry by volume of production, have been received, the revised recommendations will be printed in accordance with the usual procedure of the Division of Simplified Practice of the Bureau of Standards, Department of Commerce.

While based on a careful study, by the standing committee, of conditions and requirements of the industry, the action of the revision meeting is susceptible of such modification as future trends in the industry may render desirable.

With over-all dimensions on skid platforms established, the movement for standard practice in sizes of containers is expected to be facilitated.

Efforts now are being made to bring the manufacturers together for the further standardization of commercial trucks and trailers. There are some rather formidable obstacles to agreement in this latter field and it may be some time before simplification standards are established for trucks and trailers.

However, with the industry agreeing on standard measurements of skid platforms, use of these in shipping is likely to be greatly accelerated. The Bureau of Standards is advised that the United States Freight Company of New York now is renting these skids and proposes to furnish them to shippers in much the same way that railroads furnish cars.

Edward L. Leeds, of Leeds Tozzer & Company, New York, is chairman of the standing committee on the simplification of skid platforms.

—Horace H. Herr.

Foot Firm Incorporates

Foot's Transfer & Storage Co., a household goods warehousing firm established in 1902 in San Pedro, Cal., was incorporated in February with a capitalization of \$100,000, and its new legal name is Foot's Transfer & Storage Co., Ltd. The directors are A. D. Kreisel, the manager, and H. A. McDonald and C. H. Foot. The company plans to expand.

Death Takes Andrew Matson, Racine, Wis., Warehouseman



ANDREW MATSON, founder and president of the Racine Storage & Transfer Co., Racine, Wis., died at the age of 58 at his home on Feb. 12 after a year's illness. He was a member of the National Fur-

niture Warehousemen's Association and of the Wisconsin Warehousemen's Association.

Born at Seim Jutland, Denmark, on May 21, 1872, Mr. Matson was educated at the schools of his native land, and at 18, determined to carve out his fortune in the United States, he emigrated to Menominee, Mich., later going to Racine.

After holding several positions in Racine he established a moving and storage business, erecting in 1915 a warehouse at 1327-1331 Liberty Street.

Deeply interested in mission work, Mr. Matson was for many years identified with gospel activities at the county jail, poor house and refuge, where he conducted services regularly. He was a member of the board of directors of the Union Tabernacle and was associated with the Laymen's Bible Union.

Mr. Matson is survived by his widow, who was Miss Annie Rasmussen, whom he married in 1895; two sons, Wright and Leslie Andrew, four daughters and two brothers.

Thomas P. Duffy Passes

Thomas P. Duffy, president of the Duffy Storage & Moving Co., Denver, died of appendicitis on Feb. 4. He was born in 1861.

Lexington, Ky., Blaze

The household goods warehouse of the Skinner & Green Transportation Co. at 342 West Vine Street, Lexington, Ky., was damaged by fire on Jan. 16, causing a loss estimated at \$2,500. Some of the contents of the plant were burned before the blaze was extinguished.

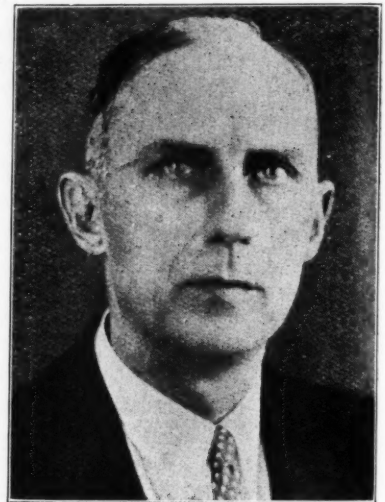
Fred J. Baier Ill

Fred J. Baier, proprietor of the Baier Transfer & Storage Co., Detroit, was operated on for appendicitis recently and has been seriously ill at the Harper Hospital in Detroit.

Havana Warehouseman Is Elected Legion Commander

ERNEST S. HAILE, president and general manager of the Cuban Warehouses Corporation, Havana, has been elected Commander of Havana Post No. 1 of the American Legion.

After experience in the Spanish-American War, Mr. Haile saw service in the World War from April 14, 1917, to May 10, 1919. During that time he served with the 77th Division, receiving a commission as major. He was cited for gallantry in action on Nov. 14, 1918. As a delegate from the 77th he attended the Paris caucus at which the American Legion was organized and served on the



Ernest S. Haile, Cuban warehouse executive elected Commander of Havana Post No. 1 of the American Legion

name committee. During his twenty-three years of service he has risen to the rank of lieutenant-colonel.

Mr. Haile is president of the Commercial Finance Co., the Havana Social Club, the Philippine Society of Cuba, and vice-commander of the Havana Camp of Spanish War Veterans and is otherwise prominently identified with Havana's business and social activities.

Louisville Fire

A spectacular fire swept the plant of the John C. Moorehead Transfer Co. in Louisville, Ky., on the night of Feb. 9, burning ninety horses to death and destroying the building, which covered half a city block. The loss was estimated at \$30,000, partly covered by insurance.

Thiebault Heads a Chicago Club

Walter P. Thiebault, vice-president and secretary of the Hebard Storage Warehouses, Chicago, has been elected president of Chicago's Prosperity Club, an organization of business men.

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Construction, Removals, Purchases and Changes

Alabama

GADSDEN—Coosa River Transportation Co. is planning construction of a \$25,000 1-story warehouse.

Arizona

Tucson—Southern Pacific Railroad Co. has filed plans for a \$25,000 warehouse and freight station addition on North Stone Avenue.

Arkansas

Forrest City—Arkansas Power & Light Co. is planning erection of a \$60,000 cold storage warehouse and ice plant.

Hot Springs—Cooper Transfer Co. has secured permission from the State to operate a motor freight service.

Jonesboro—General Utilities Corporation has approved plans for expenditure of \$30,000 extending and improving its cold storage warehouse and ice plant.

Little Rock—Gassette Brothers Transfer & Storage Co. has secured permission from the State to operate a general motor freight transfer service.

California

Bakersfield—Central California Ice Co. is planning to rebuild that portion of its cold storage warehouse and ice plant recently wrecked by fire with an estimated loss of \$75,000.

Hemet—Motor Service Express, with warehouse and office on North Harvard Street, has purchased the franchises of the Hemet Transfer Co. and the Anza Truck Line.

San Francisco—Haslett Warehouse Co. has removed its headquarters office to 280 Battery Street from 60 California Street.

Santa Ana—Allen Ruoff, Los Angeles architect, is preparing plans for a \$55,000 2-story and basement warehouse for a company whose name is temporarily withheld.

Wingfoot—Santa Fe Railway Co. is planning to erect a \$30,000 warehouse and freight station.

Connecticut

Middletown—Rogers Fireproof Storage has changed its name to J. W. Rogers, Inc.

New London—Southern New England Ice Co., Hartford, has approved plans for an \$80,000 cold storage warehouse and ice plant at New London.

Delaware

Wilmington—Wilson Line has begun construction of a \$65,000 storage warehouse and freight building, 90 by 240 feet.

Florida

Pensacola—Louisville & Nashville Railroad Co. has approved plans for a \$125,000 warehouse, 60 by 400 feet.

Illinois

Chicago—Fogel Warehouse Co. has plans for a \$375,000 4-story warehouse at Division and Hickory Streets.

Chicago—LaSalle Warehouse Co. has filed notice of change of company name to LaSalle Warehouse & Distributing Co.

Peru—H. J. Tobler Transfer Co. is erecting a warehouse and office building, 60 by 213 feet, at Sixth and Peoria Streets.

Shelbyville—Cleveland, Cincinnati, Chicago & St. Louis Railroad Co. has plans for a warehouse and freight station in connection with a passenger station project.

Indiana

Bloomington—Bloomington, Bedford & Indianapolis Motor Freight Line, recently organized with Ray Moon, an Indianapolis business man, at its head, has purchased the Bloomington Transfer Co.

Evansville—Evansville & Huntingburg Motor Express has petitioned the Public Service Commission for authority to establish a motor freight rate from Evansville to Huntingburg.

Indianapolis—Capitol Motor Express Co. has petitioned the Public Service Commission for authority to operate a motor freight line from Fort Wayne to Chicago.

Kansas

Hays—Union Pacific Railroad Co. is considering construction of a \$125,000 warehouse and freight station with loading dock.

Louisiana

Mangham—Mangham Ice Co., Inc., is completing plans for a \$45,000 cold storage warehouse and ice plant.

Maryland

Baltimore—Terminal Warehouse Company of Baltimore City has become a member of the American Chain of Warehouses.

Salisbury—Red Star Lines, Inc., has acquired the Victor Linn Transportation Co., operating a motor truck freight service, and will consolidate with various lines in the district.

Massachusetts

Dorchester—Rubel Coal & Ice Corporation, Brooklyn, N. Y., has plans for a \$125,000 cold storage warehouse and ice plant, 100 by 300 feet.

Michigan

Kalamazoo—Associated Truck Lines have taken over the territory previously served by the Advance Motor Transport Co., covering Kalamazoo, South Bend and Benton Harbor.

Mississippi

Belzoni—Southern United Ice Co. plans erection of a \$30,000 cold storage warehouse and ice plant, together with a similar building at Brookhaven, Miss.

Jackson—Ricks Storage & Distributing Co. has joined the American Chain of Warehouses.

Nebraska

Hastings—Hastings Warehouse & Storage Co., organized several months ago, is completing a 2-story brick and concrete and brick warehouse near Burlington station.

New York

Brooklyn—Bush Service Corporation, recently organized by Irving T. Bush, president of the Bush Terminal Co., and

(Concluded on page 81)

New Incorporations Within the Industry

California

LOS ANGELES—United Truck Service, Capital, 2000 shares of no par value stock. Stockholders, R. E. McConnell of Los Angeles, H. J. Bischoff of San Diego and P. E. Tibbetts of Hemet.

Connecticut

Bridgeport—East Side Van Co. Leo Waleski heads the business.

Shelton—Oates Bros., Inc. Warehouse, storage and general trucking business. Capital stock, \$50,000. Incorporators, M. F. Oates and J. P. Mooney of Derby and J. O. Mooney of Shelton.

Illinois

Chicago—MidStates Overnight Express, Capital, \$10,000. Incorporators, Rudolph Larson, Harry J. Adams and Edna G. Larier.

Chicago—Mid-States Overnight Express, Inc. Capital, \$10,000. Incorporators, Rudolph Larson and Harry J. Adams.

Chicago—Park Movers, Inc. Local and long distance moving. Capital, \$30,000. Incorporators, Frank C. Bruskey, Margaret Bruskey and Edward T. Goldthorpe.

Chicago—Utility Storage Co. Capital, \$1,000. Incorporators, Michael Thoman, James F. O'Meara and Laurence Furlong.

Waukegan—Webber Cartage Line, Inc. Storage, moving, cartage and trucking. Capital, \$20,000. Incorporators, F. R. Webber of Waukegan, Louis Hoffman of Chicago and Dorothy Viking of Zion.

Indiana

Indianapolis—Seybert Trucking, Inc. Hauling, transferring and delivering merchandise. Capital, ten shares each of \$100 par value. Incorporators, S. P. Seybert, Ethel Seybert and Ralph R. Kemp.

Paoli—Paoli Central Union Truck Terminal, Inc. Capital stock, 100 shares of no par value. Incorporators, William C. Stone, Lewis M. Stone, Cecil Elliott and Tom Snyder, Indianapolis, secretary of the Motor Truck Association of Indiana, Inc.

South Bend—Dependable Motor Freight, Inc. Capital, 1000 shares of stock without par value. Incorporators, Clarence Bradley, Oliver Mecier and Homer Bradley.

Terre Haute—Terre Haute Ice, Fuel & Cold Storage Co. Cold storage warehousing. Capital, 2133 shares of stock, \$50 par value, and 17,066 shares of no par value common stock. Incorporators, Clifton C. Tolivar, Paul N. Bogart and James R. Lyons.

Kentucky

Covington—Wissel Ice Co. Cold storage warehouse and ice plant. Capital, \$75,000. Incorporators, Andrew Wissel and F. W. Steangle.

Massachusetts

Boston—United Textile Warehouse Co. Capital, \$100,000. Robert H. Hopkins is

(Concluded on page 81)

Construction, Removals, Purchases and Changes

(Concluded from page 80)

associates, to develop transatlantic storage and distributing, has arranged for a preferred stock issue of \$5,000,000 and a junior preference stock issue of \$3,300,000, a portion of the fund to be used for purpose intended. (For information regarding corporation's plans, see story beginning on page 24.)

Brooklyn—Fulton Storage Warehouse Co., Inc., is completing plans for a \$50,000 4-story addition to its plant at 244-246 Howard Avenue.

Brooklyn—Rubel Coal & Ice Corporation has plans for a \$100,000 cold storage warehouse and ice plant, 130 by 218 feet.

New York City—Baker & Williams has purchased a 5-story warehouse, at 270 Water Street, which it has occupied for merchandise warehousing for the past forty-two years.

New York City—Broadway Storage Warehouse has increased its capitalization to \$250,000 from \$500.

New York City—Independent Warehouses, Inc., has taken over under lease a 10-story building, 50 by 100 feet, at 43-45 Hubert Street, and will occupy it as a bonded unit.

New York City—New York Central Railroad Co. has filed plans for a \$750,000 automobile storage warehouse, to be completed next October, at 228th Street and Marble Hill Avenue.

Ohio

Cincinnati—Chesapeake & Ohio Railroad Co. contemplates building a \$500,000 multi-story warehouse and freight structure.

Toledo—Great Lakes Terminal Warehouse Company of Toledo has joined the American Chain of Warehouses.

Warren—Warren Fruit & Storage Co. has plans for a \$60,000 1-story warehouse.

Oregon

Portland—Consolidated Truck Lines, Inc., has approved plans for a garage and service building, to cost \$90,000, at 21st and Quinley Streets.

Pennsylvania

Philadelphia—The Reading Co. has filed plans for an addition to its warehouse and freight station on Germantown Avenue near Stenton Street.

Philadelphia—Schuykill Warehouse Co. has filed plans for extensions and improvements in its storage building at 31st and Walnut Streets.

Rhode Island

Woonsocket—National Service Co., Boston, is planning to build a \$50,000 cold storage warehouse and ice plant at Woonsocket.

Tennessee

Chattanooga—Chattanooga Warehouse & Cold Storage Co. has rejoined the American Chain of Warehouses.

Knoxville—Knoxville Fireproof Storage Co. has become a member of the American Chain of Warehouses.

Martin—Kentucky-Tennessee Light & Power Co., Bowling Green, has acquired the cold storage warehouse and ice plant of the City Ice & Coal Co., Martin.

Memphis—Illinois Central System plans to spend about \$75,000 remodeling its plant operated by the Tennessee Terminal Warehouse, Inc.

Nashville—Wholesale Merchants' Warehouse Co. is spending \$25,000 remodeling and repairing its building at 14 Cummins Station.

Texas

Dallas—Sproles Motor Freight Lines have acquired the Union Transfer & Motor Freight Lines and the Red Ball Motor Freight Lines, totaling about 900 miles of system, and will consolidate them with the Sproles organization. An expansion program will be carried out for storage and distributing facilities.

Fort Worth—C. M. Snelson has secured permission from the State to operate a motor freight line between Fort Worth and Dallas.

Raymondville—Central Power & Light Co. has plans for a \$60,000 cold storage warehouse and ice plant.

Virginia

Milford—Virginia Ice & Coal Co. has begun construction of a \$25,000 1-story cold storage warehouse and ice plant.

Washington

Seattle—Maritime Transfer & Storage Co. has increased its capital stock to \$50,000.

Yakima—Washington Cooperative Association has revised plans for a \$60,000 warehouse on South Front Street.

New Incorporations Within the Industry

Lakewood—Lakewood Cartage & Moving Co. Capital, \$10,000. Incorporators, W. H. Cardner, D. T. Miller and Elsie Sovish.

Marion—Wright Transfer & Storage Co. Capital, \$15,000. Incorporators, Donald W. Kling, John M. Connors and George Wright.

Rhode Island

Providence—Terminal Delivery & Transfer Co. Charles L. Ewart heads the business.

Tennessee

Memphis—Memphis Brokerage & Warehouse Co. Capitalization, \$10,000. Incorporators, D. J. Sawrie, Lowell W. Taylor and A. A. Hornsby.

Memphis—Universal Carloading & Distributing Co., Inc., a Delaware corporation, has filed a copy of its Tennessee charter for domestication.

Nashville—K-T Freight Lines, Inc. Capitalization, \$10,000 and 200 shares of no par value stock. Incorporators, F. E. Gillis, C. P. Clark, E. P. Chapin, L. K. Benson, Jr., and R. A. Pendergrass.

The annual Warehouse Directory is the recognized reference book of the industrial sales and traffic manager.

New Incorporations Within the Industry

(Concluded from page 80)

president and William W. Jenkins is treasurer.

Springfield—M. J. Manning, Inc. General transfer and express business. Capital, \$20,000. Incorporators, Mary G. Manning, Katherine V. Manning and Raymond F. Manning.

Michigan

Detroit—Detroit Harbor Terminals, Inc. Storage warehousing. Capital, 135,000 shares of no par value stock. Incorporators, Robert W. Conder, Edgar C. Howbert and Rogers L. Marquis.

Detroit—Overland Transportation Corporation. Capital, \$100,000.

New Jersey

Newark—L. & K. Ice Corporation. Cold storage warehouse and ice plants. Capital, 3000 shares of no par value stock. Incorporators, Harry L. Rice, Louis Maybaum and Louis L. Haupt.

New York

Brooklyn—Fenwood Van Co. Warehouse and van service. Capital, \$10,000. Incorporator, C. J. Ryan.

Brooklyn—Jones Piano & Furniture Movers, Inc. Capital, \$25,000. Incorporator, W. G. Bushell.

New York City—Atlantic Freighting Corporation. Capitalization, \$20,000.

New York City—Belmart Corporation. Storage warehousing and transferring. Capital, 200 shares of no par value stock. Incorporator, H. C. Little.

New York City—Brookhattan Terminal Warehouse Corporation. Warehouse and transfer. Capital, \$10,000.

New York City—Burnside Auto Vans Service, Inc. Van and motor truck service. Capital, \$10,000. Incorporators include G. D. Aranov.

New York City—Dorme Corporation. Storage warehouse and transfer. Capital, 200 shares of no par value stock.

New York City—Ferndale Forwarding, Inc. Capital, \$20,000. Incorporator, Gabriel Kotcher.

New York City—Gilroy Warehouse-Trucking Co. Warehousing and trucking. Capital, \$10,000. Incorporator, N. D. Leiman.

New York City—Mosholu Storage & Van Co. Storage and van service. Capital, \$2,500.

North Carolina

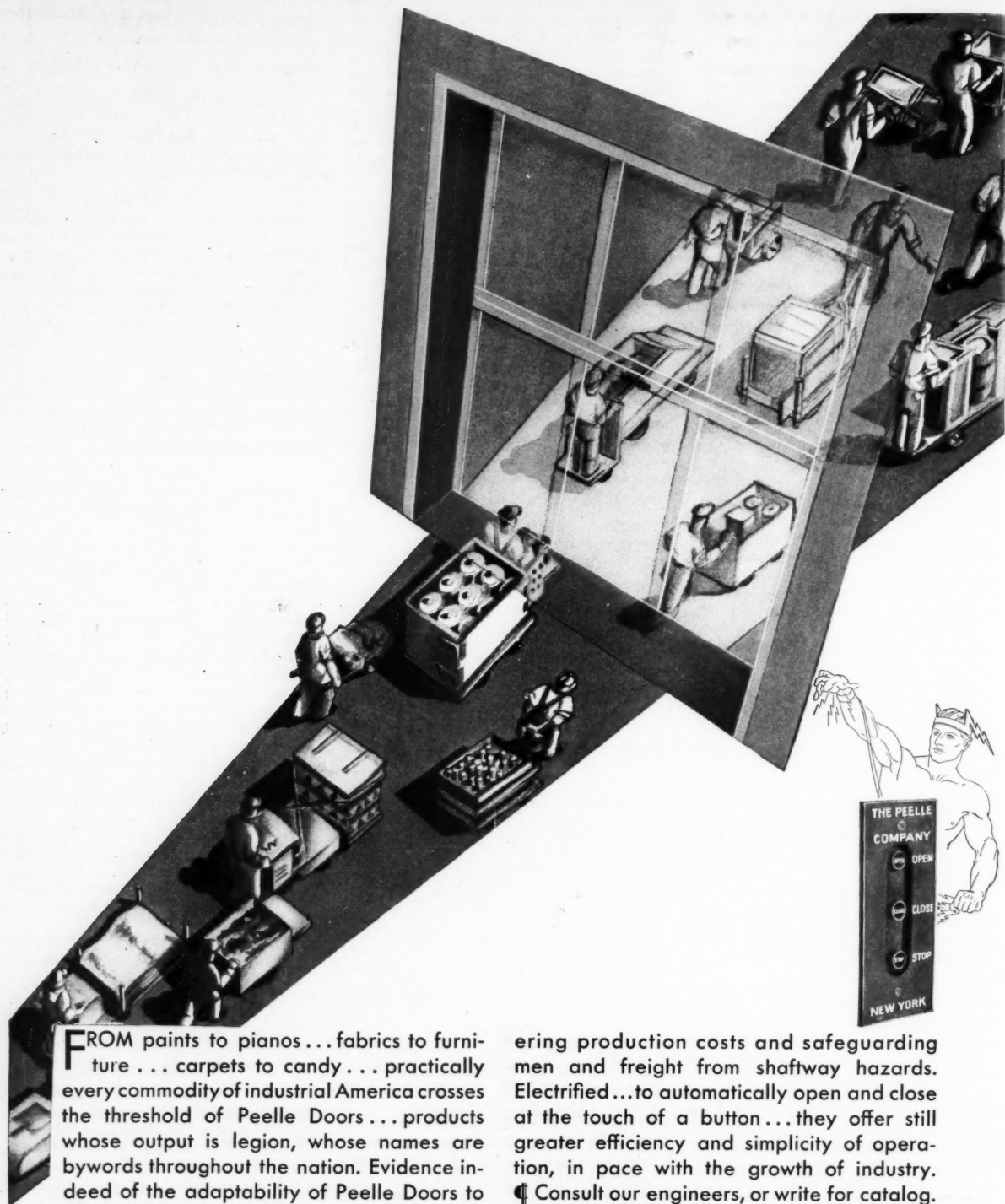
Black Mountain—J. W. Killian & Co. General transfer business. Authorized capital stock, \$100,000; subscribed stock, \$7,000. Incorporators, J. W. Killian, Eva T. Killian and L. T. Pierce.

Ohio

Cleveland—Motor Express, Inc. Capital, 250 shares of no par value stock. Incorporators, Ewald E. Kundtz, M. E. Peters and W. J. O'Neill.

Columbus—Cotter Terminal Warehouse Co. Capital, 500 shares of no par value stock. Incorporators, W. Lee Cotter, head of the Cotter Warehouses, Inc., operating in Columbus and Akron; C. H. Johns and Harry P. Nester.

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ering production costs and safeguarding men and freight from shaftway hazards. Electrified...to automatically open and close at the touch of a button...they offer still greater efficiency and simplicity of operation, in pace with the growth of industry. Consult our engineers, or write for catalog.

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PEELLE Freight Elevator DOORS

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

This Month's Features in News and Articles

Rules for Trade Associations

UNDER Federal antitrust legislation there are certain things which an industry's cooperative organizations cannot do, points out Dr. Hugh P. Baker of the Chamber of Commerce of the United States. Page 42.

Bush Documents

IN the new "continuous possession" forms covering storage and handling abroad—part of the foreign trade system of the recently-formed Bush Service Corporation, Inc.—warehouse receipts are included. The two forms, a certificate and a trade facility warrant, are described on pages 22 and 23.

Chain Store Warehousing

THE Department of Commerce recently completed a survey of the storage system of wholesale grocery distributors. It showed how chain stores were lowering their handling costs. Background on page 56.

Port Warehousing

DIFFICULTIES confronting storage companies in coast cities are reviewed by H. A. Haring in his distribution article this month. How railroads, steamship interests and municipalities are operating space in competition is set down for the consideration of shipper and warehouse executive. Turn to page 9.

Grocery Group Warehousing

THE plans of the Associated Grocery Manufacturers of America are being watched by warehousemen with interest and some concern. The initial step has been taken in Philadelphia, where the goods of the association's members are to be concentrated in two public storage plants yet to be selected. Details on page 23.

Legal Knots

LEO T. PARKER, an attorney, unties them, on request, for warehouseman and traffic manager. Borrow on his knowledge and experience! This authority also reviews the latest Court decisions of importance to the industry. Three pages this month—32, 33 and 34.

Liability When Transferring Goods

UNLESS the owner's consent is given in advance, the warehouseman has broad responsibility in the event of loss or damage. Citing leading Court cases, Leo T. Parker discusses this problem with relation to insurance, notification, contracts, inherent nature of goods, gratuitous bailee, etc. Article begins on page 18.

Selection of Right Truck

PREFERENCES as to types and makes of motor vehicles vary widely in warehousing. Philip L. Sniffin, an advisory engineer, points out mistakes commonly made and outlines a basis for proper choosing. Turn to page 36.

Occupancy and Tonnage

THE Department of Commerce has issued final warehouse occupancy and tonnage figures for December. This makes it now possible to compare percentages, month by month, for 1928 and 1929. Charts illustrate this business analysis, which begins on page 13.

"Allowance" by Railroads

IN this Philadelphia situation—final settlement of which may go to the United States Supreme Court—there have been further developments. A sixty-day injunction has been granted by a Federal tribunal against the Interstate Commerce Commission, thus temporarily suspending the Commission's order against certain railroad "allowances" to favored warehouses. This is a case which the storage executive should follow closely. See page 12.

Personalities

BIOGRAPHY is being widely featured in American literature today. But why wait until a man has passed on before reviewing his career? Intimate pen-pictures of storage executives who have attained success are sketched in this magazine each month. The newcomers to our "Family Album" are John L. Wilkinson and Samuel G. Spear, introduced by Elizabeth Forman on pages 26 and 27.

Developing New Business

HAD you thought about "water softeners"? Though not nationally advertised, they are nationally distributed—and they are a commodity which enters storage. Here is another of H. A. Haring's worthwhile profit-building hints. Turn to page 30.

"Read Before You Sign"

IN Chicago a Municipal Court judge has ruled in favor of a warehouse company in another of the International Transportation Association's "Directory" suits. "No meeting of the minds" was successfully offered by the storage executive as his defence. See page 29.

Motor Freight News

IN Knoxville has been formed a \$200,000 motor line under warehouse supervision; in Saginaw, Mich., a corporation comprising fourteen truck lines is entering warehousing; in Birmingham the local association may establish a motor freight terminal; turn to page 52. For developments in Indiana, Idaho, Maryland, New York, Oregon and elsewhere, see pages 39 and 40.

Truck Regulation

ALTHOUGH the Parker bill, enacted by the House, provides for Federal supervision of bus transportation only, it seems probable that the underlying principles will guide Congress when the time comes to prepare legislation for regulation of interstate motor truck commerce. For this reason the provisions in the Parker measure have significance for the warehouse industry—as is pointed out in Horace H. Herr's Washington correspondence on page 21.

Warehousing in Paris

IN 1866 a French cabinet maker named Bedel founded a storage business in a small way. Today his son and grandsons are "carrying on" in Paris and Africa—and they have incorporated American ideas. There is romance in the industry—read Elizabeth Forman's story on page 24.

With the Associations

REPORTS of annual or semi-annual conventions—Colorado, Florida, Kansas City, Massachusetts, Memphis, Minneapolis, Ohio, Pacific Coast, Pennsylvania, Texas. Read what the industry's trade organizations are doing and planning. Pages 42 to 49 inclusive.

WHY a wood-lined FRAME

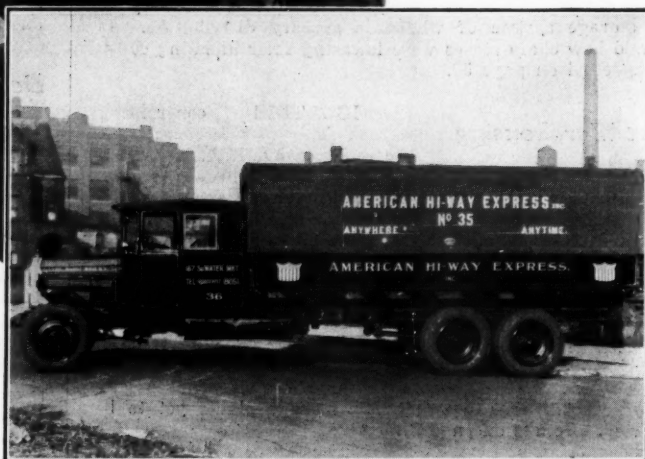
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When a truck frame is all-steel, what is to protect the motor and fine working parts from destructive road shock and vibration? Springs and rubber tires are some help...but no real protection.

Strike a hard blow with a steel-headed hammer. Your hand isn't jarred...the wooden handle absorbs the shock. That's why the Sterling steel frame is *wood-lined*...for added rigidity, super-strength and extra flexibility that insure real protection...an additional safeguard *exclusively Sterling*.

Seasoned, solid oak planks are machine pressed into the steel channels. Snug-fitting bolts, through oak and steel, are kept *tight* by lock-nuts...no rivets to work loose. Repairs are fewer, replacements easier. The shock-absorbing wood lining gives quieter operation, a smoother run-



New Sterling heavy-duty rear 4-wheel drive, for heavy hauling

ning engine...halts crystallation of metal...lengthens the truck's life. Steering gear, foot pedals, and motor supports are mounted on the wood-inlay...making a Sterling easier to drive, with much less fatigue.

For pamphlet, "Why a Wood-Lined Frame?" write to Driver Dan in care of Sterling Motor Truck Company, Milwaukee, Wisconsin.

STERLING MOTOR TRUCK COMPANY, Milwaukee, Wis.

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Camden	Sacramento
Newark	San Bernardino
Trenton	San Diego
Baltimore	San Francisco
Eric	San Jose
Philadelphia	Stockton
Pittsburgh	Klamath Falls
Reading	Portland
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Spokane	

128

Sterling

TRUCKS

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

Driver Dan Says:

It takes more than good looks to increase payload. It's the hidden qualities in a truck that cut hauling costs.